



CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST



Bottle feeding takes a turn for the better.

At some time or other every mum has wished for a method of controlling the flow of bottle feeding.

Now Griptight have developed a simple and ingenious way of satisfying babies ever changing appetites and feeding requirements.

It's done with a special Variflo teat. This has an oval hole so that when the bottle is rotated through 90° the flow can be regulated.

And Griptight's understanding of babies feeding doesn't stop there.

The range of teats from Newborn through Freflo and Variflo develops through all stages of feeding.

Used with hygienic Freflo polycarbonate bottles, feeding becomes more satisfying and enjoyable.

We're getting the message over to more mums than ever before with full pages in all the mother and baby magazines.

So stock early, your sales are bound to take a turn for the better too.

NURSERY

by Griptight.

Little things mean a lot.

Lewis Woolf Griptight Ltd., 144 Oakfield Road, Birmingham B29 7EE. Tel: 021-472 4211

Review Body
benefits
doctors but
pharmacists
still wait

Will you be
the 1980 C & D
Assistant of
the Year?

More thoughts
on the 'big'
dipper

Reports on
Helfex, Shopex



THIS WILL THROW THE COMPETITION.

Darts is fast becoming the most popular indoor game for men.

So what better way to boost Falcon's market share than to offer a free leather darts case, as well as a special set of John Lowe darts for £3.00.

We think our competitors will definitely get the point. **BEECHAM TOILETRIES**



Falcon **BEECHAM TOILETRIES** won't get left on the shelf. **BE**

Gillette[™]
The

Gillette[™]
The

FABERGÉ

CHEMIST & DRUGGIST

Incorporating Retail Chemist

May 24 1980
Vol 213 No 5218
121st year of publication
ISSN 0009-3033

Editor Ronald Salmon MPS
Contributing Editor Adrienne de Mont BPharm MPS
Editorial assistants Gerry Duggin BSc(Hons)
Liz Platts BA(Hons)
Information services Ivan Cotgrove
Advertisement Manager Peter Nicholls JP
Director James Lear

CONTENTS

- 859 Comment
- 860 Independent 'agency' for contractors
- 862 Call for credibility in health food claims
- 865 The Xrayser column: Loyalties
- 866 Invitation to Chemists' Assistants
- 868 Prescription specialities
- 871 Counterpoints
- 879 Oral hormones tested in post-coital study
- 880 Further thoughts on the "big dipper"
- 884 Prospects for original-pack dispensing
- 888 Statutory Committee issues reprimands
- 891 Equipment
- 892 Letters
- 895 Shopex report
- 899 Company news
- 900 Westminster report
- 902 Market news; coming events
- 904 Classified advertisements

Published Saturdays by Benn Publications Ltd
25 New Street Square, London EC4A 3JA. Tel: 01-353 3212

Editorial and Advertisement Offices
25 New Street Square, London EC4A 3JA. Tel: 01-353 3212
Telex 27844

Regional advertisement offices

Midlands 240-244 Stratford Road, Shirley, Solihull,
West Midlands B90 3AE 021-744 4427
North east Permanent House, The Headrow, Leeds LS1 8DF.
0532 452841
Scottish 74 Drymen Road, Bearsden, Glasgow
041-942 2315
North west 491 Chester Road, Old Trafford, Manchester M16 9HF
061-872 5151
West country & south Wales 10 Badminton Road, Downend,
Bristol BS16 6BQ 0272 564827

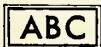
Subscription Department

Home £27.50 per annum. Overseas and Eire £33 per annum
Tel: 01-542 8575

Subscription

125 High Street, Colliers Wood, London SW19 2JN.
including postage. 65p per copy (postage extra)

Benn >>>



Member of the Audit Bureau of
Circulations

Contents © Benn Publications Ltd 1980.
All rights reserved. No part of this publication may be reproduced,
stored in a retrieval system or transmitted in any form or by any means,
electronic, mechanical, photocopying, recording or otherwise without the
prior permission of Benn Publications Ltd.

COMMENT

Cash limit

The hostile reaction of other professions, the unions and sections of the media to the doctors' and dentists' pay award this week must be giving the Government even greater qualms about introducing anything approaching a Review Body procedure for pharmacy—even though that is understood to be what current negotiations are about and indeed, an "independent agency" has now been promised in the House of Commons (p860).

But for chemists and their negotiators the episode offers some useful pointers as to why such a body is essential. On Tuesday it was Mr Patrick Jenkin, Secretary for Social Services, who spoke on the radio in justification of the increases, not the medical profession's representatives. And Mr Jenkin was also at pains to point out that one-third of the increase, having been previously recommended and agreed, had not come from within the cash limits of the NHS—and that the remaining 18 per cent had been budgeted for in setting the limits. How much, we wonder, has been budgeted for chemists following Franks—if anything?

Limited cash

The current spate of "depot rationalisation" among pharmaceutical wholesalers may be attributable to the discount war on "ethicals" of the past couple of years, but there can be no doubt that much of the pruning is long overdue. In fact, the maintenance of uneconomic "local" depots must surely have contributed to the failure of many wholesalers to invest in new, purpose-built units which can take advantage of the latest warehousing technology, not to mention the greatly-expanded motorway network which has completely altered cost-effective distribution patterns. Hopefully the recent announcement and opening of larger and better centres for Sangers and Vestric provide good evidence that the "contraction" of depot numbers may in effect mask an improvement of service—though the proof of the pudding must always be left to the eating.

Such rationalisation costs money, of course, yet this is the time that more and more "ethicals" manufacturers are cutting their margins to wholesalers. Ciba-Geigy are the latest to reduce to 10 per cent plus 2½ per cent cash settlement from the traditional 15 per cent—and, curiously they blame the NHS price regulation scheme by implication, adding that they must "now act to reduce the cost of distribution". Well, that is precisely what the wholesalers have embarked upon, and there is no doubt that they are no longer in a position to fund such changes, and offer discounts (for clawback by the NHS) and use "ethicals" profits to bolster the other discounts which help to keep the chemist competitive and in business (to sell and dispense the "ethicals" houses products?).

Something has to give, and the indications are that an early casualty will be the broad product ranges of those self-same manufacturers, which are already being "destocked" by some wholesalers. Perhaps the industry will appreciate its mistake when a substantial number of retail pharmacists succeed in converting prescribing doctors to the brand they have in stock—in the patient's interest. Unfortunately, however, along with the dead-wood brand duplications may go some of the rarely-used life-savers. And in whose interest will that be?

Independent body for contractors, Minister confirms

Dr Gerard Vaughan, Minister for Health, has confirmed that pharmacists will be granted an "independent agency" for reviewing remuneration.

In a Commons written answer on Tuesday he said: "The Government has agreed in principle to set up an independent agency to resolve disputes between the Department and the Pharmaceutical Services Negotiating Committee. I am now discussing with the committee the precise form such an agency should take and hope to be able to complete these discussions shortly."

Following a meeting of the Pharmaceutical Negotiating Committee on Monday, the chairman, Mr David Sharpe, said: "Negotiations are continuing between the PSNC and the Department of Health on the setting up of review machinery coupled with the recommendations of the Franks' report and a further meeting is envisaged in the near future".

An early day motion calling for a "permanent review machinery" had been signed by 135 MPs by Wednesday. A clause tabled by Labour MPs providing for a Review Body under the Health Services Bill (last week, p797) was not debated last week, and is not expected to be considered until after the Whitsun recess.

Doctors' 30pc adds point to Review Body

The Doctors' and Dentists' Review Body has recommended an average increase of 29.4 per cent. The Government has said it is ready to accept the recommendations.

This increase is the third and final stage of the recommendations made by the Review Body in 1978. It consists of two parts—an average increase of 10.7 per cent which brings doctors and dentists up-to-date on levels that were in operation at April 1, 1979, and a further average increase of 18.7 per cent to take account of developments since then. The new salaries will take effect from April 1.

The average net remuneration for a general medical practitioner is now intended to be £16,290 (previously £12,327) and for a general dental practitioner £14,675 (£11,128).

The Review Body estimates that the effect of these recommendations will add £206 million to the pay bill for NHS

doctors and dentists. This is in addition to the cost of implementing the April 1, 1979 up-to-date level (£106 million), and the cost of contractual changes for consultants agreed between the Government and the profession, which were introduced on January 1.

They say, in their report, that they were told by the Health Departments that a single cash limit will apply to the NHS as a whole in 1980-81. Individual limits will not be applied to each profession or individual group within it. The more demand-related family practitioner services are also exempted from cash limits.

Mr Alan Smith, chief executive of the Pharmaceutical Services Negotiating Committee, said: "The award given to the doctors and dentists points out the advantages of having a review body which prices remuneration in fair and equitable terms. This contrasts with negotiations with government officials who want the best possible service at the least cost, and are only secondarily concerned with fair remuneration."

Vestric cut three small depots

Following re-organisation of their delivery schedules at their Kingswinford, Birmingham, Nottingham and Liverpool branches, Vestric are to close three of their small satellite depots at Stoke, Coventry and Leicester next month.

Stoke depot will cease its operations on June 6, Leicester on June 13, and Coventry on June 20, a total of 45 jobs will be affected.

"By re-organising our delivery patterns at the four large branches, we will be able to offer our customers in the areas covered by the three depots the same comprehensive service direct, which we believe they will find highly satisfactory", says Mr P. M. Worling, Vestric's managing director.

March sales stable

Retail sales by chemists and photographic dealers rose 9 per cent in March—the same percentage rise as February—taking the index to 127. According to Department of Industry statistics this increase is in line with that for all small retailers, also at 9 per cent (index 121), but less than half that of the overall rise for all businesses—19 per cent (index 151).

Large retailers of all businesses showed an increase of 25 per cent (index 170) and co-operative societies 18 per cent (index 156). NHS receipts are excluded.



Chefaro faith in bergamot

Chefaro Proprietaries, the makers of Bergasol sun preparations, say they do not intend to remove bergamot oil from their products. This follows a recent article in the *Sunday Times* which raised the possibility of a link between 5-methoxypsoralen, which is used in Bergasol, and cancer.

Chefaro argue that the article was too one-sided. It said that 5-methoxypsoralen caused skin cancer in mice and 8-methoxypsoralen had been used successfully in treating psoriasis but carried a risk of cancer.

"What the article does not mention," they say, "is that the concentration of 5-methoxypsoralen and 8-methoxypsoralen used in these tests is at levels of up to 1,000 parts per million and that there were no other protective agents involved.

"Even then, when using the well-known Ames test on both 5 and 8, the mutagenic effect has been only weakly positive at a level equivalent to caffeine.

"Bergasol does not contain raw psoralens but bergamot oil as a pure natural substance in an emulsion which is much less active than when in a raw alcohol solution and which is well within the Food and Drug Administration requirements of 30 parts per million.

"All Bergasol products also contain powerful sun filters which screen out a large proportion of the dangerous burning rays and, most importantly, no Bergasol product contains more than a fraction of the dosage levels of psoralens used in therapeutic treatment."

More drugs for USA?

Demand per person for prescription drugs is expected to rise in the US with the development of new drugs for use by healthy people. According to an article in *Business America* which covers a report issued by the US Government—"1980 US Industrial Outlook"—these new products would be to "enhance intelligence, improve reflexes, reduce stress and other such uses."

Medicines research will increasingly be directed towards developing products specific to the needs of the elderly because they are the fastest growing segment of the population. Apparently, 30 million people in the US are over the age of 60 and they purchase two-and-a-half times more medicines than younger groups, thus accounting for some 25 per cent of total US drug expenditure. Total prescriptions dispensed in the US are put at 1.4bn for 1978.

During 1979 the drug industry's rate of pre-tax profit was some 12.1 per cent, but this rate of return may diminish if the rate of new product introduction does not increase.

Nonetheless, the outlook given is a favourable one, with drug and pharmaceutical exports expected to rise to \$2bn

Awaiting you in Newcastle



The full local committee organising the 1980 British Pharmaceutical Conference in Newcastle upon Tyne are shown above. Standing left to right: Tony Banks, deputy secretary; Peter McKenzie, university conference accommodation; Brian Goldwater, chief steward; John Harper, accommodation; Wilf Lowe, entertainments; Ian Walker, transport. Seated left to right: Brian Atkins, printing and publicity; Margaret Atkins, optional excursions; Bill Pitkehly, chairman; Thelma McGuckin, university catering; John Forster, secretary; Tom Mensley, treasurer

in 1980—25 per cent above their 1979 value: "Demand for high quality health care and medicines is increasing rapidly worldwide, especially in developing countries . . . The US, because of the reduced value of the dollar, is in an excellent position to expand exports of finished pharmaceuticals, especially low-cost generic formulations".

Overall growth in the drug and pharmaceutical industries is expected to increase annually at a rate of 3.8 per cent—from \$12.1bn in 1979 to \$14.6bn in 1984. The fastest growth is expected in medicinals and botanicals.

Cot death links

A deficiency of biotin may be associated with cot death, also known as the sudden infant death syndrome (SIDS). A paper in last week's *Nature* links an observation on the unexpected deaths of young broiler chickens exposed to stress with a similar disorder in human infants.

Although the findings do not suggest that SIDS results from biotin deficiency alone, the authors postulate that biotin insufficiency may leave the infant in a condition where SIDS can be triggered by mild stress. They say the evidence to date is circumstantial and it would be difficult to provide "unequivocal proof" linking biotin with SIDS. They suggest that epidemiological techniques are used.

Biotin is lost during the processing of some infant formulations, according to the paper, and some bottle-fed infants may be receiving a diet marginally deficient in biotin. The authors suggest that if biotin is involved in SIDS it may be related to a difference between the available biotin content of breast milk and of infant formulations. They recommend that infant formulas should be supplemented with biotin.

Spar grocers launch £3½m campaign

The Spar group of independent grocers intends to fight back in Britain's "grocery war" with a £3.5 million marketing plan entitled "Operation 80". A new television commercial, emphasising the on-the-door-step image, regional and national press advertising, and in-store material such as till stickers and window posters will be linked to a series of fortnightly price promotions.

Operation 80 is Spar's biggest marketing campaign and comes at a time when they have slipped to tenth position in the grocery league, with a market share of 3.2 per cent. Against a background of 25,000 grocery closures in the last three years, aggressive, competitive campaigning seems to be increasing in the grocery market.

"It doesn't take an ivory-tower economist to see what's going to happen" said John Irish, marketing director and assistant managing director. "During the next few years the battle of the giants will intensify, with the major multiples nibbling away at middle-of-the-road supermarkets.

"Tesco, with their "Checkout" campaign, have already increased their market share from 7.6 to 14.5 per cent. Asda have announced their plan to move south and overtake Tesco by the mid-1980s."

Mr Irish predicted that Spar could benefit from the multiples' battle, as the market would polarise with the middle ground multiples suffering. The Spar organisation is sponsored by 15 wholesalers in the UK and services 3,600 privately owned independent traders. Throughout Europe there are 24,600 Spar-serviced stores.

Call for credibility in health food claims

Health food retailers who make extravagant claims about the products they sell risk being regarded by the public as "cranks", Mr Maurice Hanssen, president, Health Food Manufacturers' Association, warned on Monday.

"Extravagant claims get bad publicity," he told retailers attending a lecture on "trade development" at the Helfex exhibition in Brighton.

"If you read an old health food magazine both the advertising and a good deal of the editorial matter makes your hair stand on end. An example that comes to mind is the advertising of pineapple juice to remedy tuberculosis".

The health food trade had worked closely with the Department of Health to improve standards in products and in the quality of advertising, he continued. "There is still much work to do and often the worst offender in making excessive claims—claims that make us appear very quaint and ridiculous to some objective observers—is the retail shopkeeper," he continued. The industry's Code of Practice was likely to become "an important part of our platform" in the future.

Making a bid for a "credibility breakthrough", Mr Hanssen added, "If you must have, for commercial reasons, products in the store that are not real health foods and natural remedies and supplements, I would strongly advise that they are put in a separate department labelled 'non-health products for the convenience of our visiting customers,' or some such phrase, to let consumers know that we do know the difference."

If consumers felt that health food stores were more expensive than, say, supermarkets they had to believe that the extra cost was justified by the extra service. Provision of good information to customers was essential, as was staff training.

"Both Germany and Switzerland know of no way that you can run an ordinary health store without professional training and many other countries are working towards this aim. Maybe that is too restrictive for the British taste but the prosperity of the German and Swiss independent store owner is a sign that through knowledge comes sales success. . . . Although self-selection is commonplace in the health store it is very different, or should be, from the impersonal approach of a supermarket where no meaningful advice can be obtained."

Replying to a suggestion that pharmacies offered competition in this area because of their product knowledge, Mr Hanssen said the problem was hypothetical because "when you go to a large pharmacy, how many times do you say hello to the pharmacist?" More often than not you spoke to "a charming little girl," he said.

The "chemists we want in our business" were the ones who believed in

health foods and devoted a large area of their business to them.

Mr Colin Tophill, a director of Booker Health Foods Ltd, said that sufficient potential existed in the UK to double both the sales and number of specialist health food outlets during the next five years. The UK specialist health food market was estimated to be worth £65m by the end of 1979. These sales went through 830 stores which represented one store to every 68,000 people. The Germans claimed that every 20,000 people could support a specialist store; in Sweden there was one store to every 22,000 and in Australia one to every 14,300. Mr Tophill believed the UK's target should be 1,500 outlets producing sales of £150m per year.

"We are in one of the very few industries that has growth potential where consumers' changing preferences are now turning towards health. We really must want to do something about this and get better at what we are doing. We are in a society where everyone wants to be well, fit and healthy. We are in the health food business—what an opportunity".

"We must accept, of course, that this will attract new people into the specialist sphere of retailing and no doubt this will include retailers who already exist but are being hard pressed in other industries. We all agree that we do not want a wide range of health foods sold extensively and generally through a variety of retail outlets; we must therefore make sure that sufficient specialist

outlets are available to service the demands from the growing number of interested customers. We must encourage into our specialist ranks, therefore, these professional retailers who are prepared to become specialists themselves in our market."

New Debendox trial

The jury's verdict in the Debendox trial has been rescinded and a new trial ordered. It is now up to the plaintiffs, Mr and Mrs Mekdeci, to decide whether they want to bring the case again.

Originally the jury had ordered Richardson-Merrell to pay \$20,000 for David Mekdeci's medical expenses, but had made no award for damages. (C&D March 29, p539). Judge Walter Hoffman said last week that the verdict of the jury was clearly contrary to the law and evidence and that the jury did not follow the court's charge. "Under this charge, if the jury felt that Bendectin was the proximate cause of the child's malformations, or proximately contributed thereto, there must have been an award of damages to the child. Clearly, to me, the verdict was an attempt to compromise. It would be unfair and unjust to either the plaintiffs or defendant to permit the verdict to stand."

If the Mekdecis decide to bring the case again, it will not be until January at the earliest because of allowances for court time. A spokesman for Richardson-Merrell said that the company welcomed the judge's decision and had felt that the jury's verdict was inconsistent although they did not want a new trial. Adverse media publicity throughout the first trial had led to a great decrease in prescriptions for Debendox.

Curator Brian Coe with his colleagues outside the new Kodak Museum complex at Harrow, Middlesex, which opened to the public on May 14. It will be open daily throughout the year. The facilities of the new complex include a main display museum area; a 1200 sq ft exhibition area; a lecture room to seat 50 people; an audio-visual area where visitors may themselves operate a multi-screen presentation on photography; a reception area and a ramp to enable disabled visitors to enter the museum easily. Behind-the-scenes facilities include offices, a rest-room and an air-conditioned print room and library, with an attached conservation laboratory





CASH & CARRY
39/55 PHILIP LANE,
TOTTENHAM, N.15

SPECIAL OFFERS PERIOD 6 26th MAY-20th JUNE 1980

RIGHT GUARD

ANTI-PERSPIRANT **3-04**
134ml PACK OF 6

DOUBLE PROTECTION **3-22**
134ml PACK OF 6

CUTICURA
BABY AND COOL
WIPES

6-72
PER DOZEN

PADDI COSIFITS

10-20LBS **9-60**
20+LBS **12-95**

PRICES PER CASE OF 12



FAMILY SIZE
BANDED
12 x 12

6-04
PER CASE

SELL AT 79p

MAKE 26.6%
P.O.R

BAYFRESH
AIR FRESHENER

CAN 12's **3-18**

ROSE SOLID 12's **4-28**

**LONDON &
THE SOUTHS LEADING
SPECIALIST CASH & CARRY**

**COME AND SEE OUR FULL RANGE
OF TOILETRIES, HEALTH AND
BEAUTY AIDS CHEMIST SUNDRIES
AND PAPER PRODUCTS
ALL AT DISCOUNT PRICES.**

OPENING TIMES

Mon - Tues 8.30 am. - 7.00 pm.
Wed - Fri 8.30 am. - 5.00 pm.
Thurs (Late Night)
8.30 am. - 7.30 pm. N.B. Last
customer admitted one hour
before closing.



BATH SIZE
TWIN PACK
36 x 12

9-64
PER CASE

FLORET
FLY KILLER + 20%EX.

3-56
PER DOZEN

SURE
ROLL ON 40ml

3-39

PER DOZEN

STERADENT

POWDER
300gm 12's

4-80
7-75

TABLETS
30's x 24

OPTREX

300ml 12's **8-19**

110ml 12's **4-68**

110ml WITH
EYE BATH
12's **5-28**

**ALL PROMOTIONAL OFFERS
SUBJECT TO AVAILABILITY AND VAT WHERE APPLICABLE**

E & O E

**Same representatives.
Same products.
Same Company.**

Different name.

Montedison, Italy's largest chemical group, and one of the largest in the world, has decided to consolidate its ethical pharmaceutical companies under one name in order to provide the best possible service to the medical profession on a worldwide basis.

In Britain therefore, Montedison Pharmaceuticals Ltd., has been renamed Farmitalia Carlo Erba Ltd.



MONTEDISON GROUP

FARMITALIA CARLO ERBA

FARMITALIA CARLO ERBA LIMITED, BARNET, HERTS.

**Research-based
Italian innovation in
British medical practice.**

Mr Albert Embleton has retired as managing director of DDD Ltd. For reasons of health he has accepted early retirement and the company say that "in recognition of his long and loyal service Albert will receive full pay until the end of his contract which expires three months after normal retirement date." Mr Martin R. F. Ellis, his deputy, will succeed him as managing director.

Mr Stanley Z. Jackson has retired after running his own pharmacy in Castleford for the past 33 years, first in Carlton Street and latterly, since the town's redevelopment, in the new shopping area in Albion Street. Mr Jackson was well known for his own medicines and ointments, particularly "Cab Driver's linctus" and "Chebs Bruise Easer," now marketed through Halas Laboratories Ltd, of which he is still a director. He was apprenticed to a pharmacist in Leeds and went to Bradford Technical College from school. He later worked in London and Scarborough and after six years war service, started in Castleford, taking over a pharmacy in Carlton Street in 1947.

Deaths

Robson: On May 16, Mr John George Robson, FPS, of Newcastle upon Tyne, *Mr Brian Atkins, a member of the local BPC 1980 committee, writes:*

"The collapse at work, followed shortly after by the death, of John Robson, is a great shock to all who knew him. As an individual he was straight, forthright and did not suffer fools. For most of his working life, he was quietly working for pharmacists as branch secretary, chairman or, more recently, as secretary of the Local Pharmaceutical Committee. He was a member of the Newcastle Conference local committee in 1960.

"Qualifying immediately before the second World War, he did a few locums before enlisting in the Fleet Air Arm, in which he served as a pilot throughout the period of the war. After demobilisation, he returned to George Graham, with whom he had served his apprenticeship. He started a new pharmacy in Shields Road, Newcastle, in preparation for the beginning of the NHS in 1948 and spent the rest of his life there. The shop was one of the first to employ permanently two pharmacists and was later used as a 'guinea-pig' in the NPU shop-modernisation scheme of the late 1950s and early 1960s. The remuneration of pharmacists at the beginning of the NHS was worked out by George Graham, as chairman of the Central NHS (Chemists Contractors) Committee, using John Robson as the model.

"Recently John Robson has suffered from indifferent health. Just four months ago he attended the funeral of his colleague George Graham. It is tragic that this branch has suffered the loss of two such stalwarts in such a short time."

by Xrayser

Loyalties

There are one or two of my customers whom I would describe as "loyal". I find their loyalty touching, unworldly and not a little flattering, for they seem to feel indebted for some service I may have done for them years ago when their need was great, or they have a need to be recognised as special customers. But, whatever the reasons, as a group they tend to be people no longer in business for whom shopping is an activity as much social as utilitarian. The rest of my customers use us because we are convenient, reasonably competitive, and offer a fair range and quality of service—site, price and service being the criteria and what we are, not what we have done, being all that matters.

With this preamble I am trying to justify my own actions in reconciling the needs of my business today against the loyalties of yesterday, a struggle which leaves me feeling uncomfortably guilty because I must trade with the most efficient and price competitive wholesalers if I am to stay in business successfully. Token orders to old friends are really sops to conscience and will do little except postpone the day when the directors of those companies will be forced to react to the realities of their situation, for their own sakes, sooner rather than later.

It is with relief then that we can welcome the prospectus for change which has come from Sangers from which it would appear that with a vigorous new management team they have not only thought about what they should do, but have actually done it before shouting a lot of promises. We may lose our local branch and four—or was it five—deliveries daily, but since these were patently ridiculous and only begun in the days of ample profits in order to compete with other local firms, their disappearance will simplify our daily work.

Particularly, from my point of view, if they can continue to supply quickly a good range of OTC lines and can offer discounts within striking distance of Unichem, Macarthys and Vestric they will survive and even bloom in the new Sahara of pharmacy. They are right to offer invoice with goods for it is a tremendous boon both for pricing and reduction of paperwork, though I am interested to see no word of instore terminals which in my experience can be more pain than pleasure in a small business with changing staff, from which you will gather that I prefer the phone calls, even though they can take time, so long as there is to be some indication as to availability of stock. I wonder if we will be able to give "ethicals" and counter lines at the same time? But whatever the details, I wish them success.

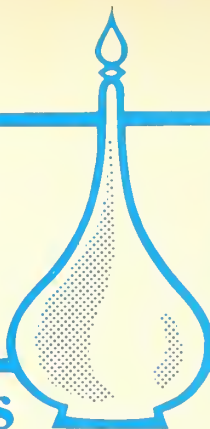
Volte farce

Fall about folk, guess who is on our side and actually proposes that a Pharmacists' Review Body should be set up? Mr Roland Moyle, now Opposition Spokesman on Health! Bit late, don't you think, after years of refusal to do a thing for us? Does it mean that he really thought it was a good idea all along but was too embarrassed to admit it previously or that our reasonable arguments have just seeped through? Perhaps next year we will see a new champion in Mr Ennals urging that his friends the contracting pharmacists ought to be paid as much as the dispensing doctors for dispensing, and receive similar benefits such as pensions for years of service? Why, goodness me, is it possible that we have misjudged these good fellows and that far from stonewalling or prevaricating for those four years during which some 600 contractors went out of business, all they really wanted was a little time to think things over, and that now, when they don't have the capacity to do anything about it, they feel it appropriate to be forthright in support for our case? Nice to have friends.

For all that let us be grateful to the 132 MPs who have signed the early day motion on the matter so far, and even to Mr Moyle for introducing his clause to the Health Services Bill, for the House must recognise that if anyone understands the justice of our case it is he, though how he has the gall to do it personally is beyond me.

Chemist Assistant Of The Year COMPETITION

JOINTLY
SPONSORED BY **NPA Products**



Dear Chemist's Assistant

Has your pharmacist yet suggested you try to become the 1980 C&D Chemist Assistant of the Year. We hope so, because an entry form was included in last week's issue and if more are required for your colleagues they can be provided through our joint sponsors, Independent Chemists' Marketing Ltd—suppliers of NPA Products—at 51 Boreham Road, Warminster, Wilts BA12 9JU. Alternatively you can wait for the forms in the June 7 *Beauty Business* supplement or June 14 issue of C&D.

Perhaps you read about last year's competition in C&D (you may even have seen a picture or report in your local paper) and wished you'd had a shot yourself. If so, this is the time to take the plunge because we're not looking for supermen or superwomen—just first-class assistants who know and enjoy their jobs and who can offer the customer that "something extra" which makes shopping in the pharmacy a little bit special in these days of take-it-or-leave-it attitudes.

The first stage is not too onerous. Simply answer a few straightforward questions on the entry form and put special thought into your reply about the qualities we'll expect to see in our Assistant of the Year. This will enable us to pick the regional finalists who will be invited to attend an informal interview within the area of your ICML franchised wholesaler. Does that sound daunting? Not a bit of it. It's a friendly chat during which we talk to you about customer relations, product knowledge, and shop procedure—big words for the things you do every day! And, of course, we shall also be looking at you as a person and assessing how you relate to your customers.

In the end we'll select a winner to go forward to the grand final in London in November and present cheques for £100, £50 and £25 to the three top prizewinners—and if you are 19 or under on June 30 you will be eligible for a special prize of £20 if you haven't taken one of the other prizes. Won nothing? We think you will still have enjoyed the chance to chat and share experiences with assistants from other pharmacies in other towns—you'll find you've got a lot in common.

But why even think about losing? Have your eyes on that grand final at the Heathrow Sheraton Skyline Hotel and the national prizes of £1,000, £500 and £250. Someone will be winning them—and it could be you this time.

Good luck.

Yours sincerely

The Editor

Pellet contents

Slug pellet manufacturers, whose products include metaldehyde, have agreed to include an animal repellent in all their amateur gardening products.

This decision follows a survey pre-

sented to the British Agrochemicals Association representing the pesticide manufacturers, by the Royal Society for the Prevention of Cruelty to Animals which found that more than 750 cats and dogs were poisoned by metaldehyde in a single year. Effective date is August 1.

Market growth for electric blankets

Steady although unspectacular growth is forecast for the electric blanket market. The current retail market value is about £30 to £35 million with a turnover of around 1.7 million units according to the May issue of *Retail Business*.

The market is divided into under and overblankets with underblankets accounting for 79 per cent of unit sales. This percentage has remained constant since 1977. In value terms the gap between them is less as the price of an overblanket is double or more on average.

Three firms dominate the market producing between them blankets selling under at least 18 other brand names, the report continues. Dreamland accounts for around half the market volume and a significantly higher proportion by value. Northern Blankets and Blanella are the other major manufacturers with Blanella having a slightly smaller output probably due to their non-involvement in overblankets.

Distribution of electric blankets is increasingly directly from manufacturer to retailer rather than via wholesalers. The main retail outlets are the electricity boards with perhaps as much as 15 per cent of the market, followed by mail order and discount stores with about 12 per cent each. Department stores, cash and carry outlets and Boots are also mentioned as important.

Sales are definitely seasonal with the main sales period starting in September/October and continuing until Christmas. January and February figures are determined by the climate. Purchases do not vary with income although the model does. A high proportion of women over 65 are users and concentrations of old people, such as in retirement areas, are noticeable in sales figures. Hence purchases vary regionally, with Scotland having the highest proportion although the south/south east is most prominent in overall sales.

News in brief

□ The winner of the April Kodak Award for Quality for independent photo-finishers is the Ormskirk Laboratory of Napcolour Limited.

□ The total number of prescriptions dispensed by chemists and appliance suppliers in Scotland during February was 2,844,000. The gross average cost was £2.98.

□ The retail price index for April was up 3.4 per cent on March to an index of 260.8 (1974=100) and up 21.8 per cent on April 1979. Of the 3.4 per cent rise 1.1 per cent is estimated to be due to the March Budget increases in duties.

□ Glenrothes Development Corporation, Fife, have applied to the Kirkcaldy District Council Planning Committee seeking approval for change of use of a dwelling house at 27 Lismore Court, Pitcoudie, Glenrothes from residential use to use as a pharmacy.

Only one word says as much about eye care.



Optrex created and dominate the UK eye care market. Our promotional activity last year produced record results, with sales up 25%.

We shall continue expansion of this market, with dramatically increased national support this year concentrated in the summer.

Your customers *trust* Optrex.

And let's face it, when it comes to selling things people put in their eyes, trust is a big word.

Have you got enough stock to satisfy the demand we're going to generate?



Optrex lotion and drops from

FOR FURTHER DETAILS CONTACT GILLIAN CLARK, CITY WALL HOUSE, BASINGSTOKE. TEL (0256) 57272.



OPREN tablets

Manufacturer Dista Products Ltd, Fleming Road, Speke, Liverpool L24 9LN

Description Peach coloured tablets each containing benoxaprofen 300mg. They are 14mm long, biconvex, oblong and marked "DISTA/OPREN"

Indications Anti-inflammatory. For the relief of the symptoms of rheumatoid arthritis and osteoarthritis

Dosage Usual daily adult dosage is 600mg as a single dose taken one hour before bedtime. May be administered twice daily in divided doses but the maximum daily dose should not exceed 600mg. Although Opren may be taken on an empty stomach, any gastro-intestinal side effects will possibly be less when taken with food. Administration to children is not recommended

Contraindications Hypersensitivity to benoxaprofen. Should not be given to patients in whom salicylates or other non-steroidal anti-inflammatory drugs induce the symptoms of asthma, rhinitis or urticaria

Precautions Safety of use during pregnancy has not been established hence Opren should not be administered to pregnant women unless the potential benefit outweighs any possible risk to the foetus. Patients should be instructed to report any symptoms or signs of gastro-intestinal bleeding or ulceration. Should be used with caution in patients with impaired hepatic function. A reduced dosage may be required in patients with impaired renal function

Side effects Dyspepsia, nausea, vomiting, constipation, abdominal pain and occult bleeding are the principal ones. Rarely, peptic ulceration. Photosensitive skin reactions have been seen in some patients—these are generally mild and can be prevented by ultraviolet sunscreens. Rash, urticaria and pruritis have also been noted and mild to moderate areas of separation of the nail from the nail bed have occurred. Somnolence, weakness, dizziness and headache have been reported infrequently

Packs 100 (£15 to hospitals)

Supply restrictions POM, hospitals only
Issued May 1980

SYRAPRIM tablets

Manufacturer Wellcome Foundation Ltd, Temple Hill, Dartford, Kent DA1 5AH

Description White scored tablets. Each tablet marked "Y3C" contains trimethoprim 300mg. Each marked "09A" contains trimethoprim 100mg

Indications Antibacterial agent for the treatment of acute urinary tract infections and for the long-term prophylaxis of recurrent, or suppression of chronic urinary tract infections caused by sensitive organisms

Dosage Treatment—Adults and children over 12 years—300mg daily. Children 6-12 years—150mg daily. *Prophylaxis*—Adults and children over 12 years—

100mg daily. 6-12 years—50mg daily. To ensure maximal urinary concentrations it may be advantageous to take the dose before bedtime

Contraindications History of hypersensitivity to trimethoprim. Severe impairment of renal function where repeated estimations of the plasma concentration or haemodialysis cannot be carried out

Precautions Care should be taken when giving the drug to patients with blood dyscrasias. Should be administered with caution to patients with actual or potential folate deficiency and administration of a folate supplement should be considered. Patients receiving pyrimethamine for malarial prophylaxis in excess of 25mg weekly should have their blood pictures monitored because of the possibility of megaloblastic anaemia developing. During prolonged administration of Syraprim regular blood counts at approximately monthly intervals are advised. When creatinine clearance is markedly reduced (less than 10ml/min) there is a significant increase in the plasma half-life. The appropriate dosage reduction can be determined by assay of the plasma concentrations. Trimethoprim is removed by haemodialysis but not by peritoneal dialysis. Safety of use in pregnancy has not been established

Side effects Minor gastro-intestinal disturbances including nausea and vomiting, sore mouth/throat, pruritis and skin rashes may occasionally occur. An effect on folate metabolism is possible although interference with haematopoiesis rarely occurs at the recommended dose. Folinic acid should reverse the effect of any such change. Elderly patients may be more susceptible and a lower dosage may be advisable

Packs 100mg in bottles of 28 (£2.54 trade)
300mg in bottles of 100 (£25.42 trade)

Supply restrictions Prescription only

Issued May 1980

Spinhaler changes

Fisons have changed the name of the Spinhaler to "Intal Spinhaler insufflator" and the colour of the carton from grey to yellow. *Fisons Ltd, Pharmaceutical Division, Derby Road, Loughborough, Leics LE 11 0BB.*

Mysteclin supply

Supply of Mysteclin tablets is back to normal following production difficulties. *E. R. Squibb & Sons Ltd, Reeds Lane, Moreton, Merseyside L46 1QW.*

Dolobid 500

A 500mg Dolobid tablet is being introduced. The tablets are orange, capsule-shaped and in bottles of 100 (£16.40 trade). *Thomas Morson Pharmaceuticals, Hoddesdon, Herts EN11 9BU.*

Myleran pack changes

The 100-tablet packs of Myleran are being discontinued and replaced by 25s for both 0.5mg (£1.06 trade) and 2mg (£1.56 trade). *Wellcome Foundation Ltd, Temple Hill, Dartford, Kent DA1 5AH.*

Duvadilan blister

A compliance blister pack for Duvadilan Retard has recently been introduced. It contains 56 capsules (£8.02 trade) in strips of 14 and replace the 60-capsule pack. *Duphar Laboratories Ltd, Gates Hill, West End, Southampton.*

Lasikal coating

The coating on Lasikal tablets has been altered to improve the appearance and durability. The 250 tablet pack is now a white Securitainer. *Hoechst Pharmaceuticals Ltd, Salisbury Road, Hounslow, Middlesex TW4 6JH.*

Tolectin capsules

Ortho Pharmaceutical are introducing a 400mg capsule of tolmetin sodium called Tolectin DS (100, £14.98 trade). These are in addition to the 200mg tablets but Ortho expect the capsules to replace the tablets in most cases. *Ortho Pharmaceutical Ltd, PO Box 79, Saunderton, High Wycombe, Bucks HP14 4HJ.*

Isocal on FP10

Isocal has now been considered by the Advisory Committee on Borderline Substances and included in the published list of borderline substances. The conditions for which Isocal has been endorsed for prescribing on FP10 are: short bowel syndrome, intractable malabsorption, preoperative preparation of patients who are undernourished, treatment for those with proven inflammatory bowel disease, treatment following total gastrectomy and dysphagia. Prescriptions written for Isocal should be endorsed "ACBS". *Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks SL3 6EB.*

Ovysmen packs

The packaging of Ovysmen is being changed from the present catch cover style to a carton in order to better accommodate the patient instruction leaflet. *Ortho Pharmaceutical Ltd, Saunderton, High Wycombe, Bucks.*

Inderetic capsules

Inderetic capsules (100, £9.50 trade) are being introduced for the treatment of hypertension. Each white capsule contains propranolol 80mg and bendrofluazide 2.5mg. A full monograph will appear in next week's issue. *ICI Pharmaceutical Division, Alderley Park, Macclesfield, Cheshire.*



What's at the bottom of Clearine's success.

Optrex.

The name your customers trust more than any other when it comes to eye-care.

That's because Optrex established the eye care market, developing it with continuous promotional activity.

Consequently, our Clearine brand is the one people turn to when they have sore eyes.

National support for Clearine will be dramatically increased this year.

Is your stock level high enough to share Clearine's success?

Clearine from 

FOR FURTHER DETAILS CONTACT GILLIAN CLARK,
CITY WALL HOUSE, BASINGSTOKE, TEL (0256) 57272.



Beecham Bulletin

BEECHAM PROPRIETARIES, BRENTFORD, MIDD.

**HOLIDAY
SUN & SEA
SPECIAL**

Diocalm's great summer promotion says...

THREE INTO ONE DOES GO!

As summer breaks so does Diocalm – with a highly persuasive **THREE** pronged campaign. Pushing that **ONE** sure message . . . “Diocalm stops Diarrhoea”. And as far as your customers are concerned Diocalm is their happy holiday insurance.

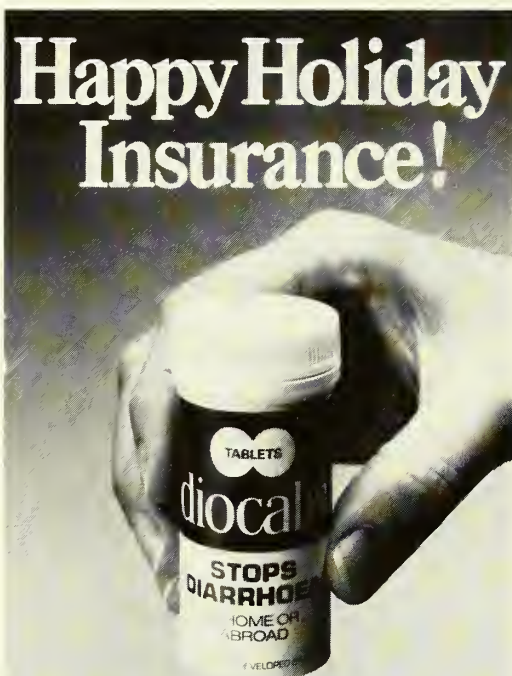
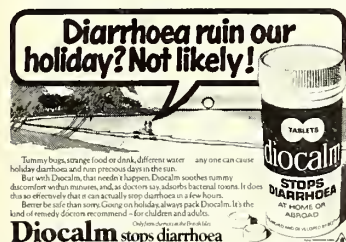
The leading “over the counter” antidiarrhoeal

brand available only from you, the chemist.

On all 3 fronts

This is one of the most aggressive advertising campaigns Beecham has ever put behind Diocalm. And it's backed by some really attractive trade deals – as from now.

Stock up and display for that great summer rush.



Get Diocalm from your chemist – now!

1 **PRESS:** “Big space” ads throughout the summer in national newspapers and women's magazines.

2 **DISPLAY CARDS:** The message is a cart for impulse purchases . . . from you,

3 **POSTER:** First time Diocalm has gone public on posters. And on such a national scale, at major places of purchase . . . shopping centres, airports etc.

Summer free for all

All Fresh and Germolene Footspray splash out.

TRUST Beechams to make this summer a real sales scorcher. Yes, every new flash pack of All Fresh contains 2 FREE sachets. And for Germolene, the only Medicated Footspray on the market, the pack contains FREE ‘25% Extra’. Bound to ‘up’ last year's increased sales. In addition All Fresh

supports a self liquidating offer . . . a cut price barbecue set.

These two highly successful brands will be jointly promoted with special seasonal point of sale material. From giant dump bins to colourful display trays all with complete head boards. In fact, it's not surprising that Beechams who are once again offering attractive trade deals, will make this a most profitable summer for all.

Beechams keep babies cool

SUMMER is nearly here and with it comes hot sticky nights, a major cause of discomfort to babies. That's the time when mums reach for DINNEFORDS. The popular, tried and trusted formula for bringing up wind and settling babies.

Summer also hots up the bottom end of the market too. Which is why ALL FRESH BABY BOTTOM WIPES are the cool soothing answer.

And if you want a bigger bite of this baby market, remember there's ASHTON AND PARSONS and STEEDMANS TEETHING JELLY

both popular favourites for baby's teething problems.

So stock and display the Beechams Baby Care Range – and get growing.

STOP PRESS!

Winter's end does not mean the end of winter ills. Remember to display BEECHAMS POWDERS to capture those lingering colds.

Put an extra fizz into your sales... stock up with ENO, a good seller at all times.

COUNTERPOINTS

Slimgard Protinets—for the between-meal nibbler

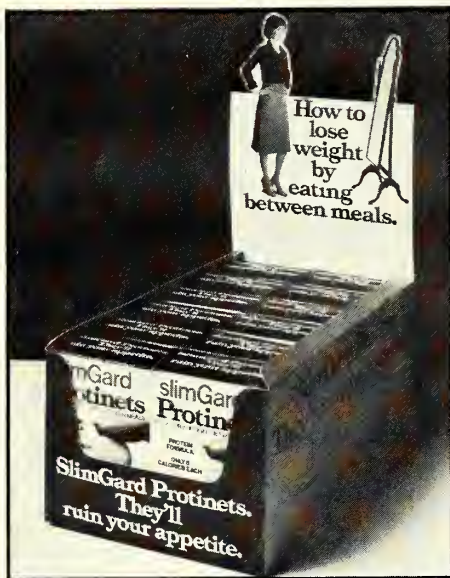
Would-be slimmers who find it impossible to resist a "nibble" between meals (main or replacement) may be satisfied by Slimgard Protinets, a new tablet based on skimmed-milk solids, now being launched by Unipharm.

Protinets are designed to help satisfy hunger pangs between meals and can also be taken prior to a main meal to help control the appetite. Each contains only eight calories and as well as protein and carbohydrate has added vitamins and minerals and a pleasant vanilla flavour. The tablets should be eaten with a drink of water, or tea or coffee sweetened with artificial sweetener. They come in packs of 32 (£1.29, no VAT, being classed as a food).

A national women's magazine and television campaign will support the introduction bringing the total spend on Slimgard products to over £½ million, compared with £¼m last year.

Slimgard starter pack

Potential users of the Slimgard meal replacement diet, and existing users who require flavour variety only occasionally, are being offered a new starter pack (£0.99) containing three sachets—one of each flavour strawberry, chocolate and vanilla. The pack gives dieters a chance



to try all three flavours before purchasing the economical ten-serving can.

The launch of the starter pack (available from the beginning of June) will be supported by a 30-second television commercial on air from mid-June. The starter pack also bears a coupon for 25p off the standard can. *Unipharm Ltd, Distributors Pharmagen Ltd, Chapel Street, Runcorn, Cheshire WA7 5AP.*

Raving success

Rave soft perm is now claimed by the makers to be chemist brand leader with 28 per cent sterling brand share, only three months since its introduction to the consumer. This, they say, puts Rave five percentage points ahead of its nearest rival. *Chesebrough-Pond's Ltd, Victoria Road, London NW10 6NA.*

Nursing awards to be televised

The 1980 Dettol Nursing Awards, the sixth in the series, will this year be presented in the autumn by BBC Television's "Pebble Mill at One". Held annually, the Nursing Awards are sponsored by Reckitt & Colman Pharmaceutical Division in association with the Royal College of Nursing.

Nursing Awards entrants have first to be nominated, forms being obtainable on collarettes on over one million 500ml Dettol bottles. A form will also be available in *Woman* magazine. Closing date for nominations is July 11.

The winners of the regional finals will go forward to the national final at the Hilton Hotel in Stratford-on-Avon on 6 November. The following day the finalists will be invited to appear on "Pebble

Mill at One", when the awards will be presented.

Winner of the 1980 awards will receive a British Leyland Mini, plus a Cheque for £1,000 and the Dettol sword trophy and, as a special bonus, the nominator of the winning nurse will also receive a Mini. The runner-up will receive £500 plus a miniature Dettol sword with each of the remaining finalists receiving £100 and Dettol sword miniatures.

Nomination forms can be obtained from: *The 1980 Dettol Nursing Awards, Royal College of Nursing, PO Box 111P, Hull HU8 8DW.*

Easy Rider offer

Sterling Health are running a combined offer with Little Rock, the makers of Easy Rider baby slings. With one proof of purchase of Wet Ones for Baby the sling can be bought for £7.50. This promotion follows the recent £2 voucher book promotion The Easy Rider offer will be available from June for four months. *Sterling Health, St Marks Hill, Surbiton, Surrey KT6 4PH.*

Pylura prices

The prices for Pylura ointment are: 20g, trade £0.29, retail £0.51; 40g, trade £0.48, retail £0.83 and not as stated in the weekly supplement.

Diet supplement for women

English Grains Ltd are introducing PMT tablets, a dietary supplement for women, containing pyridoxine 20mg as "an aid to rectifying possible dietary deficiencies associated with the menstrual cycle" (48 tablets, £1.23). Advertising is planned to start from September in all IPC women's magazines, *Family Circle* and *Living* and there will be an introductory bonus to the trade. *English Grains Ltd, Swains Park, Overseal, Burton-on-Trent.*

Deborah body glitters

Les Paillettes body glitters (£0.99) are the latest addition to the Deborah cosmetic range. Available in six shades—blue, turquoise, gold, silver, pink and psychedelic—the body glitters are gel-based and non-greasy. *Deborah Cosmetics, 91 Acton Lane, London NW10.*

Panti Pads offer

Until the end of June, Lilia-White are promoting Panti Pads stick-on towels in a 12 towel pack for the price of 10. All packs are flashed "two towels free". *Lilia-White Ltd, Alum Rock Road, Birmingham B8 3DZ.*

ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

Alka Seltzer: All areas

All Clear: All areas

Anadin: All areas

Anne French: Lc, Y, NE

Balance: M, Lc, Y, NE

Clearasil Clearguard lotion: All except Ln

Compound W: M

Cow & Gate: All areas

Crest toothpaste: Y, A, WE

Dry Magic: All areas

Dylon wash 'n dye: Ln

Eversun: All areas

Goggles Sunglasses: Ln, M, Y, WW, So, A, WE, CI

Grecian 2000: All areas

Head & Shoulders: All except E, CI

Immac: Ln, M, Y, NE, We, WW, Sc, U

Limmits: All except CI

Odor Eaters: All areas

Philips Ladyshave: All areas

Philishave battery de luxe shaver: All except E, CI

Reactolite Rapide: Ln, M, Lc, WW, So, A, WE

Scholl sandals: All areas

Sine-off: Ln

Slimgard: All except E, CI

Tudor: Lc

Vitapointe: All areas

Zest toilet soap: M, Lc, Sc, B

COUNTERPOINTS

Keops deodorants and shaving range from Roc

Roc are introducing a chemist-only range of hypo-allergenic shaving and deodorant products. The preparations, for both men and women, are perfume and irritant-free.

Although skin allergies among men are a relatively recent occurrence, the company says, their incidence is constantly increasing due to shaving, central heating, wind, cold and sun, all of which can adversely affect skin.

Keops shaving and after-shave preparations contain vinyl polymers to protect the skin from the environment. The range, packaged in black, gold and white, comprises three products—shaving foam (150ml aerosol, £3.90) after-shave and after-shave lotion (both 125ml, £3.65).

The Keops deodorants are described by Roc as containing an "anti-odour" molecule to neutralise any odours. They do not contain either perfume or antiseptics which might cause irritation and allergies.

Three deodorant products are available. For normal perspiration there is deodorant stick (30g, £2.95), for heavy perspiration (30ml, £3.00) a roll-on deo-



dorant is available and finally there is an antiperspirant deodorant spray (150ml, £3.60). *Labatoires Roc (UK) Ltd, 46 Mount Street, London W1Y 6EJ.*

L'huile solaire

Orlane have added L'huile solaire to their range of sun preparations. The company says it has been created for people who tan easily and has a low protection factor of two.

Available in a 150ml translucent plastic bottle it has an introductory price of £3.95 and thereafter £5.75. *Orlane Cosmetics (UK) Ltd, 21 Grafton Street, London W1X 3LD.*

Shampoo variant goes national

Proctor & Gamble have gone national with a Head & Shoulders shampoo variant for greasy hair. Claimed to have had "remarkable success in test market" the launch will be supported with a national television campaign running for seven weeks. *Proctor & Gamble Ltd, Gosforth, Newcastle-on-Tyne.*

On offer from NPA

During June, ten NPA products will be available with the following reductions to the consumer: 50p off terry nappies, 7p off Nusoft kitchen roll twin pack, 5p off Nusoft baby pants and Nusoft 150's white and multicolour tissues, 4p off Nusoft disposable nappies and Nusoft rubber gloves and 2p off low calorie fruit drinks.

As usual, members will receive case bonuses on all the lines and, in addition, bonuses will be offered on toothbrushes, combs, Denman hairbrushes, methylated spirit 500ml and 1 gallon, glace mints, mint imperials and NPA and Numark bags. *Independent Chemists Marketing Ltd, 51, Boreham Road, Warminster, Wilts., BA12 9JU.*

The versatile Falconcraft Top-Entry 'Barker' range gets a message over!



Increase impulse buying and get the message over where all promotion ends-at point of selection. Whether you have a "Special Offer" or are promoting a new line, Falconcraft Top-Entry Shelf Barkers will get the sales message over.

Made in sizes 6" x 8" x 3", 9" x 4", 10" x 5" in high impact plastic moulded material, for use free-standing or on shelves and trolleys. Ideal for all Retailers, Supermarkets, Chemists, Wine Trade etc.



Falconcraft Ltd. Hainault Rd. Romford, Essex, RM5 3AH Tel. 24621/9
I would like further information on the above Falconcraft Products
CD/1

NAME _____

ADDRESS _____

TEL. NO. _____

Rapid relief from the misery of Otitis Media



Otitis Media, especially in children, demands fast, effective relief of pain.

Auralgicin Ear Drops contain:

- * A fast acting analgesic
- * A decongestant
- * An antiseptic

Auralgicin brings immediate comfort to the sufferer in acute and sub-acute Otitis Media. You may safely recommend its use in conjunction with prescribed systemic antibiotics.

Auralgicin®

Benzocaine. Ephed. Hydrochlor. Phenazone. Chlorbutol. Potassium Hydroxyquinoline Sulphate. Glycerol.



Further information available from: Fisons Limited, Pharmaceutical Division, 12 Derby Road, Loughborough, Leicestershire, LE11 0BB. ®Registered Trade Mark.

What slimmers have been craving for.

Most diet products are designed to help slimmers at mealtimes.

But, as any slimmer will tell you, craving for food between meals can be just as much of a problem. That's why we have developed new SlimGard Protinets.

We've filled a hole in the slimmer's day.

SlimGard Protinets give slimmers something chewy to nibble at between meals, without giving them too many excess calories.

You see, Protinets are formulated with protein, vitamins and minerals, yet contain only 8 calories each.

A couple of Protinets mid morning and mid afternoon can help overcome hunger pangs. While a couple of Protinets prior to a main meal can curb the desire to over-indulge.

We've filled a hole in the slimming market.

Naturally, such a revolutionary concept as Protinets opens up a whole new area of profitability for you in the rapidly expanding slimming sector.

And you can be sure that this is a gap we'll be aiming to exploit in a big way.

To our advantage. And to yours.

Press and Television.

Starting early in June, we will be promoting Protinets nationally. Just as the slimming season is approaching its peak.

**slimGard
Protinets**
HELP CURB HUNGER BETWEEN MEALS.

PROTEIN
FORMULA.
ONLY 8
CALORIES EACH.
TAKE
BETWEEN MEALS.
VANILLA FLAVOUR.
CONTENTS
APPROX 32.

In addition to a hard-hitting 30 second TV commercial, we'll be running full page colour advertisements in major magazines such as Woman, Woman's Own, Woman's Realm, Woman's Weekly and Woman & Home.

All this, and special offers too.

To gain maximum consumer offtake of Protinets, all press advertising will carry a special 20p off coupon.

So, instead of selling at the normal £1.29, slimmers will be able to try Protinets for just £1.09.

Then we have some special offers available to the chemist too.

Your wholesaler has excellent introductory bonus deals now. So, simply return the coupon below to us, nominating your preferred wholesaler, and we will send you details of the best deals currently available.

Please send me more details of the current deals available on new SlimGard Protinets.

Chemist name _____

Address _____

Tel: _____

Wholesaler _____

COUNTERPOINTS

Reckitt Toiletries market feminine razor

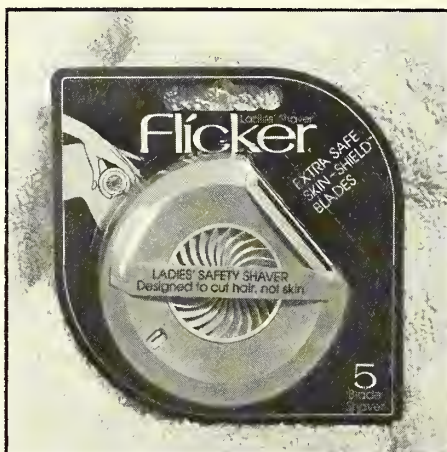
Reckitt Toiletries are exclusively marketing in the UK the Flicker razor (£1.24) for women.

Flicker, they say, gets away from the conventional razor shape, coming in a handy compact. The blade, barely visible and protected by a patented "skin shield" is designed to cut the hair, not the skin. The pastel-coloured compact shape has, according to Reckitts, been developed for easy shaving of both leg and under-arm areas.

With five concealed blades, changed by rotating the centre disc, each blade is numbered and when all five have been used, the whole unit is thrown away.

Flicker is claimed to be a dominant brand leader in the USA with 40 per cent of the women's razor market. Reckitt Toiletries estimates the female razor market in the UK is worth around £5m. Flicker, they say, overcomes the psychological objection with its concept of a razor designed for women.

Peak selling months for the launch



campaign will be June, July and August. During this period £135,000 will be spent on advertising in women's magazines. Incorporated in these advertisements will be three million "10p off" coupons, redeemable in store. A range of POS material will be available. *Reckitt Toiletries, Stoneferry Road, Hull.*

Perfume revival

Crêpe de Chine, created in the 1920's is now being relaunched. Although the original 1925 octagonal bottle has been retained, the original green and white packs have been replaced by burgundy, black and gold.

The range comprises perfume (£7.95-£27.50), eau de toilette (£8.50-£18.50) and eau de toilette natural spray (£4.95-£15.50). *Frangère Ltd, PO Box 201, School Brow, Warrington, Cheshire.*

A balanced campaign

Balance, the high protein liquid meal replacement, which is at present being test marketed in the Granada, Trident and ATV television areas, is claimed to have achieved a 10 per cent sterling share of the slimming market in these areas.

There will be a second burst of the television campaign which was launched in February 1980 in the test areas. This campaign will not be extended to the other regions. *Thompson Medical Co Ltd, PO Box 365, London SW1P 1AA.*

Express plasters

Salvelox Express first aid plasters are to be launched into the first aid dressing market which is estimated to be worth over £17 million. The plasters are said by the manufacturers to unwrap as they are pulled from the pack and can therefore be stuck on with only one hand.

Supported by consumer advertising in the *Sun*, *Woman's Own* and *Family Circle*, a launch offer will entail, according to Rand Rocket, a 33½ per cent re-

turn, compared with 29 per cent on competitive brands, and the launch display pack a 58 per cent return.

Waterproof and ventilated, the plasters—available as either flesh coloured or transparent—come in Express packs of 12 medium (£0.33), and 27, 36 and 46 assorted (£0.77, £0.43 and £1.10). Also available are 30 assorted plasters (£0.77), a 21 piece special pack (£0.60), 100 medium plastic plasters (£3.05) and a 1m x 6cm plaster strip (£0.60).

Two stands are available for display—a counter stand (£42.83) and floor stand (£398.52). *Rand Rocket, Algrey Estate, Sharps Way, Hitchin, Herts SG4 0JA.*

One of the full-page colour advertisements for Bergasol which will appear in *Cosmopolitan*, *Vogue*, *Woman's Own*, *Company* and the *Sunday Times* colour supplement throughout summer. The brand is also to be advertised nationally on radio for the first time. The £400,000 advertising campaign is part of the Bergasol push to oust Ambre Solaire as the number one sun prep. *Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey SM4 5DZ.*

When you stretch out in the sun you can do one of three things. You can use an ordinary sun tan oil. Or you can use an ordinary sun tan cream. Or you can use Bergasol. If you don't use any sun tan oil at all when you're in the sun then a strange, sticky residue will be left on your skin. Bergasol is a special formula which contains the oil of the Bergasol fruit. It keeps up the rate at which the skin cells that produce melanin, the substance which gives the skin its brown color. So when you use Bergasol you tan faster and you get a better tan. Bergasol is a special formula which contains the oil of the Bergasol fruit. It keeps up the rate at which the skin cells that produce melanin, the substance which gives the skin its brown color. So when you use Bergasol you tan faster and you get a better tan. It makes you go brown faster.

bergasol
It makes you go brown faster.

Heinz anticipate babyfoods boom

Heinz will be spending £650,000 on advertising babyfoods this year, in order to gain from the expected further market expansion. During the past 12 months they claimed a 20 per cent sales volume increase in their babyfoods bringing their share of this £40 million market to 57 per cent.

This increase was partially due to the withdrawal of Gerber and most of the Heinz increase came from sales of jars. However the rise in birthrate, which began in 1978, was also responsible. Britain's birthrate is expected to continue to rise throughout the 1980s, with a proportional increase in the babyfood market.

The share of the market held by retail pharmacies is now static after increasing for the past six years, according to Mr McBride, product manager. Boots have 42 per cent and all other pharmacies have 19 per cent. *H. J. Heinz Co Ltd, Hayes Park, Hayes, Middlesex.*

Competitive eyes

The "Miss Eye Dew 1980" competition will soon be under way. First prize will be £2,000 worth of 18-carat gold diamond jewellery and there will be five runners-up prizes comprising a diamond and 18-carat gold pendant worth £300.

Entry leaflets for the competition will be distributed to all stockists by June 1. To enter competitors have to send in a black-and-white photo of themselves along with an Eye Dew pack top. Closing date for entries is September 30. *Optrex Ltd, City Wall House, Basing View, Basingstoke, Hants RG21 2JB.*

YOU CAN'T IGNORE THE FACTS!!

OdorEaters®

• the **Nº1** foot care product



- Continuous heavyweight national TV support throughout the year
- 80% of the population will see the advertisement at least 10 times

Grecian 2000™

• the **Nº1** hair colour restorative



- Massive nationwide TV campaign with a great new advert
- 50% increase in sales from the new advertisement

LANACANE®

• the **Nº1** itch relief

Peoples Friend
Company
Woman & Home
WOMAN'S OWN
WOMAN'S WEEKLY
LOOK NOW
SUNDAY MAIL
living
MY WEEKLY
THE Sun
SUNDAY MIRROR
Annabel
Reader's Digest
Woman
TVTimes
honey
DAILY RECORD
Titbits
NEWS OF THE WORLD
Over 21
Realm
Argus
SHE
Family Circle
MIRROR

- Heavy and continuous support throughout 1980
- 50% increased spend on last year in these leading publications



Are you stocking the 60g. large size?

ORDER NOW...

...don't get left with empty shelves

K-Y sells faster if people don't have to ask for it.

In fact independent research proves K-Y[®] sells twice as fast when it's on display.

Because women who are normally too embarrassed to ask for it won't hesitate to pick a pack from the self-selection merchandiser.

Which is why we've put it in convenient counter units of 1 dozen.

Making the product more accessible to the customer, as well as more noticeable.

And just to make it even more noticeable

there's a £60,000 consumer press campaign again this year.

K-Y Jelly is not just a unique lubricant but it's also got the Johnson and Johnson name behind it.

(A name women trust because K-Y is used by doctors and surgeons throughout the country.)

In fact K-Y sales are increasing all the time.

And now you know how to double them.

Just by displaying K-Y Jelly.



K-Y JELLY
Johnson & Johnson
*Trade Mark Limited Slough

COUNTERPOINTS

Promotional activity from Beecham Toiletries

Midas Foam Bath is now available in a second variant, "apple 'n fresh". The promotion involves a competition and special offer, with £250,000 advertising support in women's magazines.

Collarettes on 200ml and 500ml sizes of both varieties carry details of the promotion and act as an entry-form for the competition and order-form for the offer. The top 100 winners of the competition will each get 100 English eating apples delivered to their homes for Christmas 1980.

Purchasers will also be eligible for a bath towel (60 x 40in) for £7.99 and/or a bath mat (36 x 22in) for £3.49. Both competition and offer are open until November 20.

Falcon darts

Falcon men's hairspray is being promoted by an on-pack offer involving darts. Consumers are asked to send in tokens from a flashed Falcon label to qualify for a free leather darts case and a set of John Lowe darts for £3.00.

Money off Macleans

Macleans' recent relaunch is being backed by an on-pack price-reducing offer.

Macleans freshmint and mildmint



packs are carrying coupons entitling the buyer to 5p off the next purchase of standard size, 6p off large, 7p off economy and 8p off giant. The promotion is part of a £2½m in-store programme, with £1¼m being spent on television advertising. *Beecham Toiletries, Beecham House, Brentford, Middlesex TW8 9BD.*

Quant launches

Bright Sparks is the latest fashion make-up from Mary Quant. A roll-on body glitter. Bright Lights (£2.50), is available in four shades—gold galaxy, green firefly, purple starlight and pink supernova.

Another Quant product is a double-ended barrel containing waterproof cream eyeshadow and lid liner. Water Wings (£2.50) is available in six shades—ebony wings, chestnut wings, royal wings, clover wings, crystal wings and bamboo wings.

Finally for the lips there are nine new shades. Soft Machine lipsticks are now available in baccarat, pontoon and canasta; jackshine, queenshine and kingshine have been added to the Colourshine range and royal flush, solitaire and patience to the lipsticks. While the offer lasts a packet of Dipstick playing cards will be available (£0.50). *Smith & Nephew Cosmetics, Hook Rise, Kingston By-Pass, Surbiton, Surrey.*

Holiday prediction

Three holidays in Florida for two people can be won in the Predictor "Spot the ball" competition.

The competition is open to retailers who purchase and display the Predictor

pregnancy testing kit between now and the competition closing date of July 7.

Entry forms are available from Chefaro representatives. Customers may enter one cross for every purchase of Predictor, plus two bonus crosses for every five purchases.

The three Florida holiday prizes will include flights, hotel, board and £100 per person spending money. *Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey SM4 5DZ.*

Window display competition

Crabtree & Evelyn are offering a £500 holiday to the winner of their nationwide window display competition.

The competition, which will be judged by an independent panel, will be looking for window presentations of Crabtree & Evelyn products supported by strong in-store merchandising. Apart from the winner's prize Crabtree & Evelyn will award a £100 Harrod's gift voucher to the runner-up in 11 regional areas.

The competition will run from June 2-21. Photographs should be submitted by June 30 to Crabtree & Evelyn's new offices at *Old Bond Street House, 6 Old Bond Street, London W1.*

Goya's fragrance of the future

For the new decade Goya have created a new perfume—Futura Goya.

Their aim, the company says, was to find a perfume that would be bright and exciting in 1985, without being off-putting in 1980.

With a theme of modern elegance for the perfume, the claret packaging with silver and metallic design and silver lettering is believed to portray the desired image.

Goya say they are investing £½ million behind the fragrance. Starting in August, there will be colour advertisements in *Woman, Woman's Own, Cosmopolitan, Vogue* and *She* throughout the year as promotional support from the launch date in September through to Christmas.

The range comprises perfume atomiser (15g, £3.50) fragrance atomiser (trial size 7g, £1.50; 60g, £4.25), perfumed talc (100g, £2.25) and soap (150g, £2.00). *Goya International Ltd, 161 New Bond Street, London W1.*

Feeding bottle with thermometer

Geistlich Sons Ltd are distributing Baby Therm, a feeding bottle with a built-in thermometer that can be taken off during sterilisation (£2.25). The product received a gold medal at the Geneva Invention Fair in 1977 and since last year has been marketed in Germany where it is claimed to be an "outstanding success." The thermometer allows the temperature of the bottle contents to be controlled to avoid burning the baby's mouth. Initial orders are charged at 20 bottles as 18, carriage paid. *Geistlich Sons Ltd, Newton Bank, Long Lane, Chester CH2 3QZ.*

Carnation on Tariff

Carnation corn rings, bunion rings and all-wool felt now conform to the NHS Drug Tariff specification. *Cuxson Gerrard & Co (Dressings) Ltd, Oldbury, Warley, West Midlands B69 3BB.*

Keystone campaign

Keystone's national advertising campaign gets under way soon. A television commercial with a "Remember then . . . Remember Keystone" theme, with vocal backing from the Showaddywaddy group, will be shown on June 2 in London and Granada. It will be backed with colour advertisements in *Radio Times, Observer colour supplement, Ideal Home* and *Good Housekeeping*. *Keystone Camera (UK) Ltd, King Street, Enderby, Leicester, LE9 5NT.*

COUNTERPOINTS

Pharmacies achieve 'above average' total retail sales

Retail pharmacies have done better than other outlets in total retail sales in the twelve month period to September 1979 according to a report issued by John Hogston Associates.

Pharmacies "seem to have fared best with a level 9 per cent above the average in value terms; and department stores and food shops with levels 2 per cent and 6 per cent below the average respectively".

At the end of September 1979 sales of cosmetics and toiletries in the UK domestic trade amounted to £524½m at manufacturers' selling prices. Compared to the corresponding year ago period this was an increase of 10 per cent but over the same period prices had risen by 11.4 per cent.

In the long term, while demand at September 1979 was 62 per cent above its 1975 level, revalued at 1975 prices it showed a 4 per cent decline.

Advertising support for cosmetics and toiletries in the review period was £41½m which is an advertising/sales ratio of 7.9 per cent. At this level it was 10 per cent below the corresponding year ago spend.

The decline can in part be attributed to the ITV technicians' strike although media rates were increased, by 19 per cent for television, 12 per cent for magazines and 20 per cent for newspapers.

This fall in spend coupled with rate increases meant a reduction in consumer exposure to advertising. Only two broad product categories showed money-volume increases (expressed as a percentage):

skin care	+10.8
make-up	+ 3.4
men's products	- 2.4
fragrances	- 2.8
deodorants	- 5.8
hair preparation	- 8.1

The year ahead from a sales point of view is expected to be "very slack" but retail sales are expected to grow slowly in volume terms. Inventories which are low are poised for expansion as soon as the retail and wholesale trades have confidence in trade expansion. Liveliness and tempo should therefore return to the market over the next 12 months. The manufacturer, the report says, who comes out with an improved

market stance at the end of the day will be the one who realises the need to be competitive, to present his products effectively and to give the consumer value for money. Copies of the *Cosmetic and Toiletry Preparations* review are available from John Hogston Associates Ltd, 23 Golden Square, London W1.

Yardley go bare

Yardley this summer are introducing three new nail enamels—barely cream, barely sand and barely tan (£0.57).

Also new from Yardley, a just blushing powder blusher compact with see-through lid, in four shades. Just plum and just rose have been added to the existing just tan and just brown shades.

The compact (£1.75) comprises a saving of £0.80 on the price of the old compact. It will be available from June as is Diamond Glaze (£0.95), another new nail enamel which will be in five shades—red-currant, Chinese peony, sweet briar, dogwood, meadowsweet and crystal clear. *Yardley of London Ltd, Miles Grey Road, Basildon, Essex.*

3 quick questions for anyone recommending paracetamol as an analgesic*

1. Which paracetamol containing formulation is absorbed faster than others?
2. Which formulation achieves the highest peak plasma levels?
3. Which formulation sustains a high concentration level over time?

*BIOS (Consultancy & Contract Research) Ltd, Bioavailability Study of Six Commonly Prescribed Paracetamol Containing Preparations And A Control Formulation.

Paracetamol tablets 500mg. Paracetamol 500mg and codeine phosphate 8mg tablets. Paracetamol 500mg and codeine phosphate 8mg effervescent tablets (Paracodol). Paracetamol 500mg, codeine phosphate 8mg and caffeine 30mg effervescent tablets. Dextropropoxyphene hydrochloride 325mg and paracetamol 325mg tablets. Dextropropoxyphene napsylate 50mg and paracetamol 325mg soluble tablets.

Oral hormones tested in post-coital study

A study on the efficacy and pharmacological mechanisms of post-coital hormonal contraception has just begun. It will involve 400 women in a trial at the Margaret Pyke centre, the family planning department of the Middlesex Hospital, London.

Two methods will be compared—the Yupze method—where two Eugynon 50 (or Ovran) tablets are given immediately, followed by another two tablets 12 hours later and a method whereby two tablets of a progestogen are taken immediately then another two taken after 12 hours. Dr Yupze's treatment has been fairly widely studied already, but this is the first trial of a progestogen-only product for post-coital contraception. If the progestogen method is as effective, then it should be preferable, according to Dr John Guillebaud, medical director of the centre, as there should be fewer side-effects. The progestogen tablet is already marketed for a non-contraceptive indication.

The trial should take about a year to complete and will have 200 women in each group. Recruitment into the trials will be from patients contacting the centre worried that pregnancy is likely after unprotected intercourse. About 200

patients visit the centre every day, and approximately two every week are in this category. Suitable patients will be randomly allocated to one of the treatments.

Although the efficacy of the two methods is being compared, the study is mainly for investigating the mechanism of the contraceptive action: It is not yet known whether post-coital hormones prevent the fertilised ovum from implanting or remove the embryo after implantation. Human chorionic gonadotrophin can be used to determine this, as none is produced prior to implantation. Urine samples from the patients will be tested for the beta-subunit of HCG by a radio-immunoassay.

The urine levels of lutenising hormone and pregnanediol will also be measured to see whether the ovary is being affected directly or through the pituitary gland.

Greater awareness

Dr Guillebaud hopes that more women and general practitioners will become aware of the post-coital contraceptive treatment. However he stressed that it should always be used under medical supervision and as an emergency-only method which should not be regarded as

a replacement for regular contraception. He is the author of a book entitled "The Pill", due to be published next month by Oxford University Press. The book is aimed mainly at women thinking of, or already taking, oral contraceptives and is claimed to be a comprehensive guide with much detailed information.

Trials on several alternative contraceptive methods are being carried out at the Margaret Pyke Centre. These include: a urine-testing method to predict when ovulation has occurred; barrier methods such as a contraceptive sponge; tubal blockage sterilisation using the trans-cervical route; an IUD device, the copper omega, with a low expulsion rate and which needs changing only every seven years; and reversible vasectomy using anastomosis and comparing micro and macro surgery.

Smallpox eradicated

The complete eradication of smallpox was formally announced recently at the 33rd World Health Assembly. Dr Halfdan Mahler, director-general of the World Health Organisation, pointed out that it was now possible to discontinue mass vaccination as a routine measure. This would save the affluent countries about \$1200 million a year, he claimed. □ The republics of Zimbabwe and San Marino were admitted as full members of WHO by the Assembly. There are now 154 member states in WHO, including the Seychelles which joined in 1979.

And the one quick answer



PARACODOL®
PARACETAMOL B.P. AND CODEINE PHOSPHATE B.P.
The effective, rapidly absorbed analgesic.

Phosphate B.P. 8mg as a large white, soluble effervescent tablet. The tablets are to be dissolved in water before oral administration. **Adults:** 1-2 tablets, which may be repeated every four to six hours. **Children:** Aged 5-12 years ½ tablet. Not more than 3 tablets to be taken in 24 hours. **Under 5 years:** To be taken only on the direction of the physician. **Package quantities and basic NHS price:** £2.04 per box of 100 tablets PL 0113: 5076

Further thoughts on the 'dipper'

Following recent correspondence in *C&D* about the on-cost and discount scales in the Drug Tariff, we decided to do a full study of the effects of these tables with the aid of a computer.

In the study we calculated the net profit obtainable for 1-10,000 items with and without the inclusion of the professional fee. Our results confirmed those published by Mr Iles on March 22.

Even when the professional fees were included in the calculations the "big dip" quoted in the original article was only removed when the total sum of those fees at that part of the graph was large enough. In order to verify this fact we calculated the net profit obtainable with the average net ingredient cost (NIC) increasing in stages of £1.00 up to £10.00 over the range of 1,500 to 2,300 items. The "big dip" was found to re-appear at an average NIC of £6.00 and then get bigger as the average NIC increased.

It is therefore apparent that a prerequisite of the present system is, in order to avoid a "big dip" situation, that the professional fees must increase with inflation of drug prices.

A further problem brought to light by our study is that the decrease in profitability at every change in on-cost is not removed by the inclusion of professional fees in the calculations (table 1). This is simply because the net profit only increases by one professional fee of £0.325 at each stage.

Another fault

To demonstrate another fault in the present system we considered two contractors dispensing a vastly differing number of items but having the same total NIC.

	Contractor 1	Contractor 2
No of items	1,400	2,800
Average NIC	£2.00	£1.00
Total NIC	£2,800	£2,800
On-cost %	17.0	11.2
Discount %	0.0	1.4
Net on-cost %	17.0	9.8
Net on-cost	£476.00	£274.00

While contractor 1 dispenses half as many items as contractor 2 he receives a far greater return (£476 as opposed to £274) on the same invested capital of £2,800. Furthermore, he obtains the same amount of discount from his suppliers because they correctly calculate discount on the value of goods supplied and not on the number of items.

It is therefore apparent that the con-

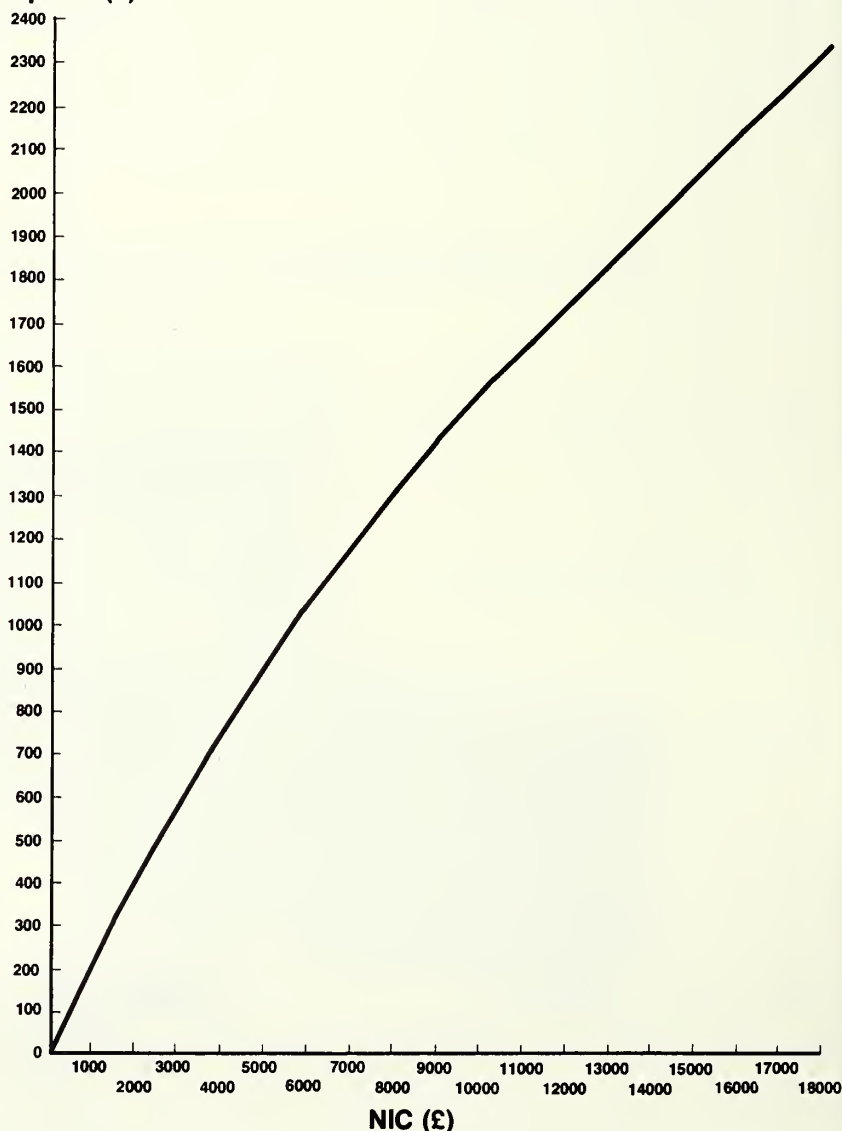
Mr Alan Spivack, a north London proprietor pharmacist and member of the London Group Executive, and Mr H. C. Tong, BPharm, follow up John Iles' "big dipper" article concerning on-cost anomalies in NHS remuneration (C&D March 22 and April 5). Their computer findings lead them to suggest the need for cumulative "income tax style" differential on-cost.

Table 1

Some examples of the differences in net profit encountered at every change-over of net on-cost percentage. The figures have been calculated using an average NIC of £2.00.

No. of items	On-cost %	Discount %	Net On-cost %	Net On-cost profit (£)	Professional fee at £0.325	Net profit (£)
1639	15.4	0.3	15.1	494.98	532.67	1027.65
1640	15.2	0.3	14.9	488.72	533.00	1021.72
1699	14.9	0.4	14.5	492.71	552.17	1044.88
1700	14.7	0.4	14.3	486.20	552.50	1038.70
1701	14.7	0.5	14.2	483.08	552.82	1035.90
1799	14.0	0.6	13.4	482.13	584.67	1066.80
1800	13.9	0.6	13.3	478.80	585.00	1063.80
1801	13.9	0.7	13.2	475.46	585.32	1060.78
1999	12.6	1.0	11.6	463.76	649.67	1113.43
2000	12.5	1.0	11.5	460.00	650.00	1110.00
2001	12.5	1.1	11.4	456.22	650.32	1106.54
2999	11.0	1.4	9.6	575.80	974.67	1550.47
3000	10.9	1.4	9.5	570.00	975.00	1545.00
3001	10.9	1.5	9.4	564.18	975.32	1539.50
3999	10.2	1.8	8.4	671.83	1299.67	1971.50
4000	10.1	1.8	8.3	664.00	1300.00	1964.00
4001	10.1	1.9	8.2	656.16	1300.32	1956.48

Net profit (£)



Concluded on p884

Your customers will soon be rumbling Tums.



What's the big noise in the indigestion market right now?

Tums, one of America's biggest selling indigestion remedies, is about to shake up the £12 million British market.

Tums have been redesigned in eye-catching new packs. They now come in handy single packs, selling at 19p, and economy triple packs, 46p.

Both come in attractive display boxes.

We'll be spending £250,000 on advertising, so everyone'll hear about it. And when the word gets around, the rumble will turn into an avalanche. Your only protection is to stock up with plenty of Tums. You can order through Pharmagen. Then stand by for a flood of customers.



WATCH OUR NEW



BEECHAM TOILETRIES



Y CONDITIONER RFORM ON TV.

And then just watch it perform on your shelves.

Because new Perform guarantees hair a longer lasting body and shine than any other conditioner with a unique Performance Bond.

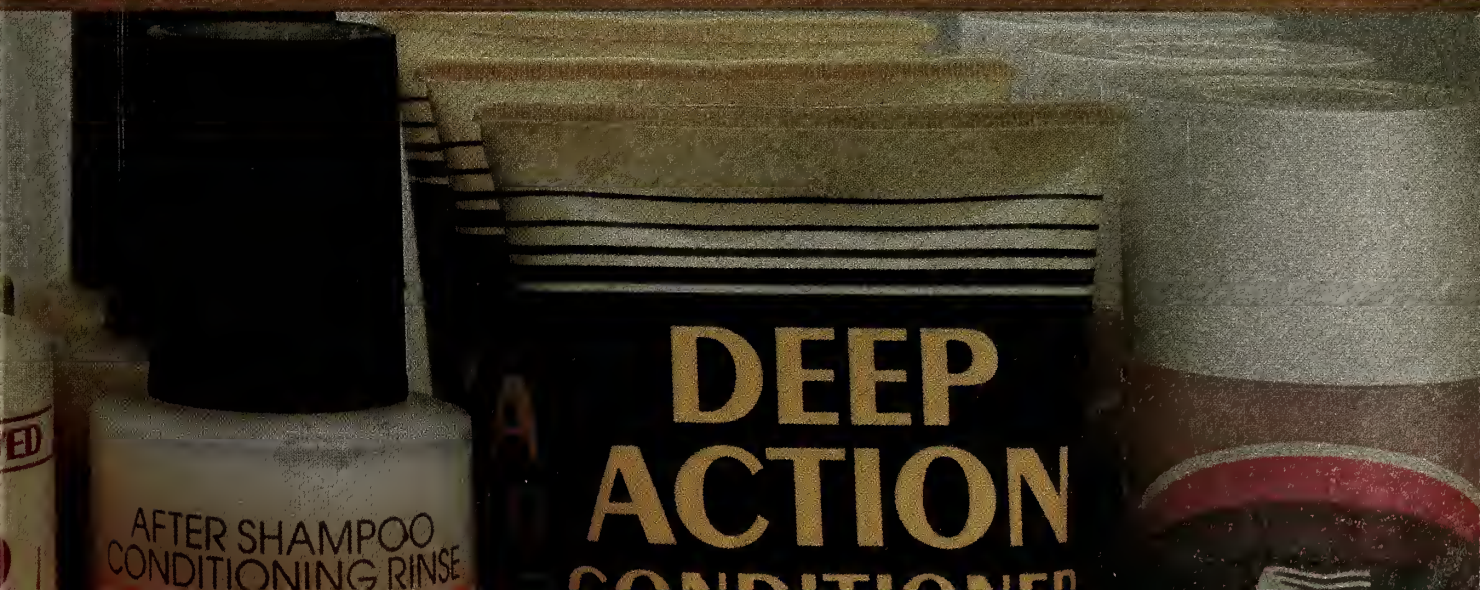
To show your customers just how, we're backing it up with £1,000,000 worth of support, including £650,000 of television.

So get Perform in stock now. And watch it live up to its name.

BEECHAM TOILETRIES

get left on the shelf.

Perform



Prospects for original pack dispensing

Original pack dispensing was the subject of a lengthy discussion during the 13th Copharm meeting in Brighton. Although generally acknowledged as an admirable ideal most pharmacists, it was felt, were against the idea. However, it was pointed out that pharmacists were liable for any injuries suffered by patients due to deterioration of products that had been transferred from the original manufacturer's package. The pharmacist should put some indications of shelf-life on dispensed medicines, as was already done for ophthalmic preparations.

Mr D. A. Dean, Fisons Pharmaceuticals, had earlier said he thought original pack dispensing was a likely development as it gave better control over product stability. In a personal view of the future of pharmaceutical packaging he said that tighter specifications on dust and microbial control would be introduced to packaging and manufacturing processes. He also thought that the use of packs delivering products to the most effective application site would increase. Aerosols would not disappear but other means of achieving fine particulate sprays, such

as nebulisation, would be considered. A greater degree of packaging expertise would be required in future, to formulate the most effective containers.

Mr S. M. Grant, Sterling-Winthrop, spoke about packaging and the law. Few regulations were available on the composition of packaging, he said, and food directives were usually followed. Mr Grant reviewed child-resistant containers and the problems that arose, particularly when these were also adult-proof. In the discussion, the question of legislation on child-resistant blister packs arose. The panel said that UK blister packs would not meet the demands of the United States and went on to point out the deficiencies of the US test. Individual companies should be responsible for ensuring their packaging was child-resistant and here perforated blister packs were by far the most efficient.

Copharm is the co-operative discussion group of the pharmaceutical industry and the schools of pharmacy. Over 100 people attended this meeting on pharmaceutical packaging which comprised six speakers and a discussion forum.

Expediting NHS complaints

The National Consumer Council has called for better ways of dealing with complaints from NHS patients.

Commenting on the Government's consultative document, "Patients first," the NCC criticises the present system for investigating patients' complaints as both inadequate and badly publicised. "Complaints to the Family Practitioner Committee must be about a breach in the terms of service of the practitioner but very rarely is the consumer aware of what these terms of service include."

The NCC adds that there is criticism that professional interests tend to take precedence over consumers' when complaints are heard. For example, patients with a complaint are not always allowed to enlist the help of the local Community Health Council in presenting their case.

"What the consumer needs is a well-established, effective procedure for dealing with complaints (whether they are about the hospital, the GP or other family practitioner services) which includes an effective and fair conciliation procedure," the NCC believes, adding that more use could be made of the Health Service Ombudsman.

The NCC also wants more consumer representatives, such as CHC members, to sit on FPCs: "Although there is 50 per cent lay membership, there is, in practice, domination by the professional members."

The NCC is strongly opposed to abolition of the CHCs, a possibility posed in "Patients first," because they do a good

job and could do an even better one if they had the legal right to be consulted by health authorities on a wide range of issues affecting patients.

A report published by the Outer Circle Policy Unit, an independent research unit financed by the Rowntree Social Service Trust, suggests that plans to reorganise the NHS are likely to be counter-productive and cause widespread disruption. The proposals will raise expectations and create an illusion that something is happening when little of substance is likely to change.

The report regrets the decision to retain FPCs because their existence has encouraged the separation of a group of professionals from the rest of the service. GPs should be brought into closer contact with their colleagues in the hospital services.

The unit advocates replacing regional health authorities with regional groups comprising Department of Health civil servants and District Health Authority representatives.

□ Financial details of 180 British pharmaceutical manufacturers are compiled in a new survey. Listed in alphabetical order, the turnover, pre-tax profits, total assets and net worth of each company is listed. Two years' figures are supplied for comparison, but no commentary is given with the statistics. "British Manufacturers of Pharmaceuticals" (£20) is available from Faxtel International Ltd, 159 Rantree Fold, Basildon, Essex SS16 5TR.

'Dipper' thoughts

Concluded from p880

cept of applying a varying on-cost dependent on the number of items dispensed is fundamentally wrong and that it should only vary with the value of the total NIC.

A further mathematical investigation shows that graduated on-cost scales should always be applied on a cumulative basis, similar to income tax, instead of a blanket percentage covering all prescriptions.

Table 2 demonstrates the practicality of an on-cost table based on a cumulative scale and the accompanying graph shows the smooth curve obtainable from such a scale. It can be seen that the on-cost increases consistently but at a constantly diminishing rate.

In conclusion, we find that in order to present a fair system, which removes all anomalies encountered in the present system, the differential on-cost should be applied only on a cumulative basis and be related only to the value of the total net ingredient cost.

Table 2

An example of a cumulative on-cost scale based on the value of the net ingredient cost. The on-cost has been arbitrarily fixed at a level of 10 per cent for all net ingredient costs over £10,000.

NIC value £	Percentage on-cost	On-cost £
1- 999	20	199.80
1000- 1999	19	389.80
2000- 2999	18	569.80
3000- 3999	17	739.80
4000- 4999	16	899.80
5000- 5999	15	1049.80
6000- 6999	14	1189.80
7000- 7999	13	1319.80
8000- 8999	12	1439.80
9000- 9999	11	1549.80
10000-10999	10	1649.80
11000-11999	10	1749.80
12000-12999	10	1849.80
13000-13999	10	1949.80
14000-14999	10	2049.80
15000-15999	10	2149.80
16000-16999	10	2249.80
17000-17999	10	2349.80
18000-18999	10	2449.80
19000-19999	10	2549.80
20000-20999	10	2649.80

Business directory

The Department of Industry has produced a classified list of some 27,000 UK business addresses. The "Classified List of Manufacturing Businesses 1979", gives the names and addresses of all manufacturing units where consent has been received for their inclusion. It covers two-thirds of the employment in manufacturing industry.

The list is published as Business Monitor PO 1007 (£42.75) as a complete set of 10 parts, available from H.M. Stationery Office. Each part can be bought separately and the Chemical and Allied Industries section is £4.25. The list is also available on magnetic tape. Information from: Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG.

Three ways to give the best advice on dandruff control.



If you work in a chemist's shop you have to be able to help with people's problems, as well as to serve them. People need advice.

Now you can give them better advice about dandruff control: three times better.

Because now there's All Clear. It not only clears dandruff but it comes in three special formulations –

for dry, normal and greasy hair. One will be right for every customer.

Nothing clears dandruff better than All Clear and there's no other anti-dandruff shampoo on the market that can really solve the problem of having dry, normal or greasy hair.

Nothing is better advice for your customers.

ALL CLEAR THE ONE NAME TO REMEMBER

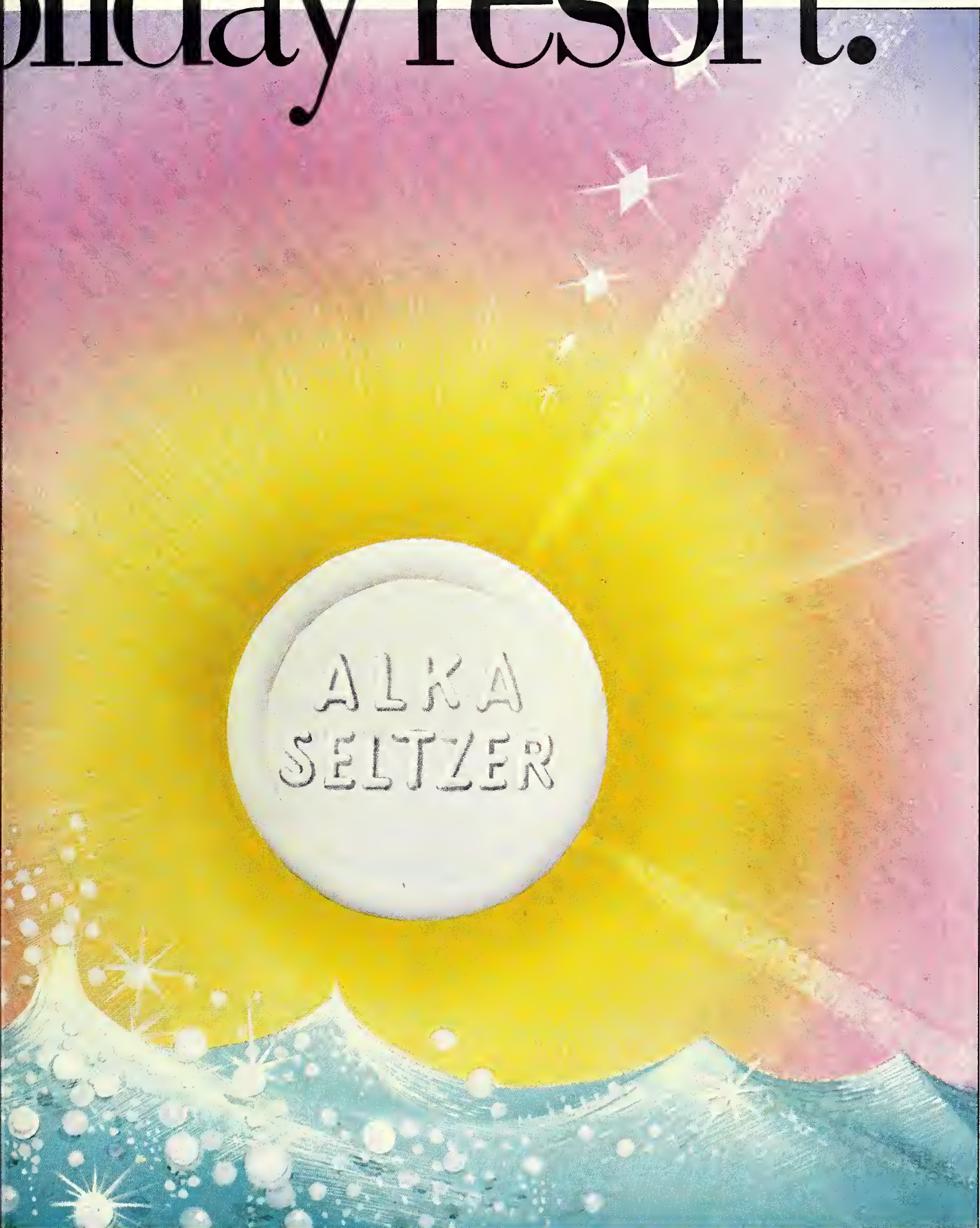
Elida Gibbs  The brands that mean business.

A popular h



SALES OF ALKA SELTZER* HAVE RISEN INTO THE 80'S, WITH THE HOLIDAY
THROUGHOUT THE SEASON, BACKED BY SPECIAL PROMOTIONS.

oliday resort.



SH STILL TO COME. WE'LL BE SPLASHING OUT ON TV AND RADIO
V'S THE TIME TO PACK YOUR SHELVES, READY FOR THE OFF.

Statutory Committee gives four reprimands

An Edgware pharmacist who was prosecuted twice in 14 months because medicines were sold in his shop without reference to a qualified pharmacist was reprimanded by the Statutory Committee of the Pharmaceutical Society last week.

Committee chairman, Sir Stanley Rees, told Mr Anthony Semler: "I hope you will never again come before this committee." He said improvements had been carried out and the Society was satisfied that proper arrangements had been made for the supervision of sales.

Mr David Speker, for Mr Semler, said that the sales were made when either Mr Semler or a locum were in the Station Road, Edgware shop. The first sale, in August 1978, was by an assistant, and the second, 12 months later, by Mr Semler's wife, a director of the firm.

On December 11, 1978 Mr Semler and his company pleaded guilty at Hendon magistrates' court to selling Pharmacy Only medicines unlawfully, and fines totalling £100 were imposed. At the same court on February 18 Mr Semler and the company were fined a total of £200 after pleading guilty to two offences involving the unlawful sale of medicinal products (*C&D*, February 23, p277).

Mr Semler said the first sale was made when he was on holiday and afterwards he issued stringent instructions to his staff that all sales of pharmacy medicines had to be referred to him or the pharmacist on duty. The second sale was on the morning he returned from holiday that year. He was in the shop, and his wife, who worked for him, arrived just before the inspector made the test purchase.

Since then he had rearranged the shop, and the staff knew which sales had to be supervised. He had also installed a closed circuit television so that he would be able to see what was going on in the shop at all times.

Stolen tablets

Mr Chunilal Shah, of Lodge Lane, Liverpool, was reprimanded by the Statutory Committee following a conviction at Tottenham magistrates' court in October 1977, for dishonestly receiving 40,000 Naprosyn tablets knowing or believing them to be stolen. Mr Shah, an exporter of pharmaceutical goods and superintendent of a pharmacy at Thornton Heath, Surrey, at the time, was fined £150 by the court. Sir Stanley Rees said that members had great difficulty in reaching a lenient decision, but had decided to give him a chance.

Mr Shah said that the tablets were given to him by an exporter he met at the Playboy Club. He had lent the exporter about £1,800 to cover gambling losses, and the man, who did not have the cash to repay him, offered him the tablets when he was on the point of emigrating to India. He was assured that the tablets

had been obtained legitimately from a pharmaceutical representative.

Detective inspector Thomas Williamson told the Committee that about 25,000 of the tablets came to light when he stopped Mr Shah's car in Tottenham. The tablets were in the boot, and the remainder were found at his home. They were all stolen from a Wembley pharmaceutical supplier, but the thief had not been traced. The value of the tablets was about £3,000.

A 72-year-old pharmacist, once said to have been an easy target for drug addicts, was reprimanded. Mr Lawrence Abbott, of Wimborne Road, Moordown, Bournemouth, appeared before the Committee in 1978 after court convictions and fines in connection with the illegal supply of Diclonal and Pethidine. The Committee then postponed its decision.

No longer practising

Sir Stanley said the Committee had reached its decision on the basis that Mr Abbott would not continue to practise as a pharmacist for a number of reasons, including his age and blindness. He recalled that a petition from about 2,000 local residents pressing for Mr Abbott to be treated leniently had been put before the Committee at an earlier hearing.

Mr Josselyn Hill, for the Society, told the Committee that it looked as though the pharmaceutical career of Mr Abbott, who was not present, was over. Mr Abbott had lost his sight, and had indicated that he intended to resign from the society. He had closed his pharmacy and was trying to sell it.

A 52-year-old pharmacist, who has been cured of drug addiction after taking an overdose, was reprimanded by the Committee. Mr John Whiting, of Evesham Road, Norton, Evesham, had earlier been given a chance by the Committee to rehabilitate himself.

The chairman, Sir Stanley Rees, said that Mr Whiting had a problem with barbiturates and amphetamines for a number of years. He eventually came before the Committee in March 1978 when it was alleged that, in June 1977, he had taken barbiturates from the stock of Alvechurch Pharmacy Ltd and rendered himself incapable of carrying out his duties as superintendent and manager by taking an overdose.

The Committee adjourned the case for a year on the basis of Mr Whiting's statement that he had been cured of drug addiction. At the resumed hearing testimonials were produced to the effect that he was no longer addicted and that hearing was adjourned for a further year to see if he could find work.

Sir Stanley said that the Committee had now heard from Mr Whiting and an inspector of the Society that he had been working as a pharmacist since March last

year. His new employer had given him a very good testimonial and in view of this "We have no hesitation in dealing with the matter simply by a reprimand."

A former Nottingham pharmacist now living in North Wales was warned that he was in extreme danger of being struck off the Register.

Sir Stanley Rees said the pharmacist, Mr Kenneth Victor Edwards, would be given a final opportunity to appear in person in July to explain the appalling conditions under which he conducted his business at Milton Court, Ravenshead, Nottingham. The Committee was told by Mr Josselyn Hill that Mr Edwards had now sold the business to Manor Drug Co (Nottingham) Ltd.

A Society's inspector said Mr Edwards had indicated by phone that he did not wish to attend the hearing into allegations that he conducted his pharmacy in a manner such as to cause a potential hazard to the public, and brought the profession of pharmacy into disrepute.

Sir Stanley said a transcript of the hearing would be sent to Mr Edwards so that he would clearly understand that in the absence of any explanation he was in extreme danger of being struck off. "It would be wrong not to give him one final opportunity to appear before this Committee at its meeting in July," he said.

A 69-year-old Bristol pharmacist who was reported to the Committee for the appalling conditions in his Clifton shop and the potential hazard to the public was given until September to bring the premises up to a satisfactory standard.

In February the Committee was told that it would take about four skips to remove the rubbish and empty medicine bottles from Mr Dennis Baldwin's shop at West Mall. He was warned he was in great peril of being struck off the Register if there was no marked improvement by this month. The Committee was now told there had been some improvement.

Tidier shop

The Society's chief inspector, Mr Gordon Appelbe, said when he visited the pharmacy last month the shop area had been tidied up and cleaned, but the dispensary sink was still dirty and contained dirty bottles. Two store rooms were still full to the ceiling with rubbish and no attempt made to clear them.

He said Mr Baldwin's attitude varied between co-operation with what he was being told and utter despair, and said the chemist felt he would be struck off the Register.

The Committee also considered a number of letters of support for Mr Baldwin's conduct, as a chemist, from Clifton residents. Mr Baldwin told the Committee he intended to do his best to continue the clearing up process but was hampered by the lack of help.

Committee chairman, Sir Stanley Rees, told Mr Baldwin they were giving him more time than he asked for to clear up the shop. He also instructed the Society's inspectors to carry out three visits to the pharmacy between now and September.

**With the help of
this Savlon offer
you'll make a
tidy profit.**

**And your
customers
will clean up.**

Already Savlon is the fastest-growing liquid antiseptic on the market, with last year's sales over 60% up.


And to keep the ball rolling, we're offering your customers a 'Save the Day' chart telling them how to deal with everyday household disasters. It covers everything from ice cream on the Axminster to chewing gum on the G-Plan – and it's FREE with every bottle!



There are special shelf-strips too – plus an exciting competition which gives you, the retailer, a chance to win a £2000 luxury kitchen or bathroom.

So stock up with special-offer Savlon now. One way or another, you just can't lose!

Savlon TRADE MARK 



HOLLISTER*

**You'll never see
through Hollister's
latest development!**

Hollister are introducing a new range of ostomy bags and we know your patients are going to prefer them.

They are every bit as strong, odour-proof and reliable as before. In fact, there's only one thing that's different.

You can't see through them.

Research has shown that opaque material is one of the features ostomists prefer. That's why we're so confident that our new opaque bags will quickly become first choice with your stoma patients.

Phone or write for full ordering information about the new bags – closed and drainable. We also want to tell you about an improvement we've made to the Hollister flatus filter which makes it more effective than ever.



H0417

The Team That Cares



a product of
HOLLISTER

© 1978 HOLLISTER INCORPORATED CHICAGO ILLINOIS U.S.A.
Abbott Laboratories Ltd., Queenborough, Kent, ME11 5EL

available from
ABBOTT

EQUIPMENT

Casio additions

Casio's latest step in electronic cash registers is model 103ER: "tailored in size, performance and price to the needs of the small trader."

Said to be easy to use, the 103ER has silicon chip electronics, shows all amounts on a green-on-black digitron display and rolls for around £200. It records everything on a paper roll and collects statistics in six totalisers and two counters.

The keyboard offers usual facilities plus automatic change calculation, repeat adding, multiply function and percentage reckoning for discounts or taxes, or reductions. Cash sales and credit sales are recorded independently, and refunds are also registered.

At any time the proprietor can trigger a read operation, printing out each transaction total, net total, number of items, gross total, discounts, premiums and number of customers since last reset. Overall dimensions of the cash register are 318mm wide, 425mm deep and 185mm high.

Casio have answered the problem of power cuts with an internal rechargeable battery pack which fits within the outer casing. All the while mains power is supplied, the battery stays fully charged. It is always ready to take over the instant mains power fails, supporting all functions including memory, and it is adequate to give continuous machine operation for eight hours. *Casio Electronics Co Ltd, 28 Scrutton Street, London EC2A 4TY.*

Packaging service

A packaging advisory service has been launched by Tallent Packaging. Tallent say they have recently developed their design services to meet the demands of customers: "the company now offer to the broader market a structured packaging advisory service which is based on a 'free' initial consultation."

Tallent say they will look at a packaging problem, develop economic designs, produce artwork and manufacture the finished product: "The design team is backed by expanded production facilities which can mean 48 hour production of tailor-made boxes from stock board." *Tallent Packaging Ltd, Hampton Road West, Hanworth, Middlesex.*

Security door

By combining a steel-faced door, ready-hung in its own sub-frame with a multi-position security lock, Magnet & Southern Ltd have produced a security system which combines a deterrent with a good-looking door at, they say, a realistic price: "A package which can be installed as simply as a conventional door either as new equipment or as a straight replacement for an existing door into the existing door frame."

The Magnagrip security door system is steel faced on a wood frame with a high density, high thermal efficiency, foam infill. It is supplied ready hung in a sub-frame ready to screw into the rebate of the standard door frame. It is of a design which when painted looks like a conventional six-panel timber door. Door furniture is ready fitted. The sub-frame is fitted with draught and weather strip.

The lock is the "Mul-T-Lock" multi-position device. A single key causes hardened steel bolts to project from all four edges of the door. These bolts enter special boxed "keeps" set into the sub-frame and screwed through the door frame into the surrounding masonry.

The system is completed by the provision of a wide angle lens viewer in the door, and a security chain allowing partial opening. *Magnet & Southern Ltd, Sasco House, Mill Lane, Widnes, Cheshire WA8 0UJ.*

Anti-theft device

A rectangular, wall-mounted simulated CCTV anti-theft "camera" has been introduced by Volumatic. The unit (£55) offers an alternative to the cylindrical camera unit, with which it is interchangeable, using the same wall scanning unit.

Designed to look identical to an ordinary CCTV camera, the Volumatic unit



has a "live" picture cable and a red operating signal to enhance authenticity. The camera has a random, side-to-side scanning action, and may be adjusted to linger for special "surveillance" on certain goods. The scanning motor requires no maintenance, and the unit is guaranteed for one year. The camera comes complete with an anti-pilferage notice warning that the system is operating. *Volumatic Ltd, Taurus House, Kingfield Road, Coventry.*

Knife combinations

The "best of three ranges" of carton cutting knives from Germany and America have been combined to provide a wide product selection to satisfy "all priorities and needs", say Rolenworth.

The range includes a knife with an automatically retracting blade, a foil and shrink wrap cutter and the "Pacific Handy Snap Knife" which has a cutting guide to protect contents.

The company continue to market smaller knives on which they will print the company's logo to minimise the risk of theft. *Rolenworth Ltd, 1 Greys Road, Henley-on-Thames, Oxon RG9 1SB.*

Transparent labels

A transparent printers' label stock that is claimed to offer a more economical and flexible method of product identification than the direct printing of containers by screen or hot stamp methods is now offered by 3M.

"Clearmark" transparent roll label stocks are manufactured from non-fading polyester film, top-coated to provide good anchorage for inks (including those based on alcohol) and back-coated with permanent acrylic adhesive plus removable liner. 3M say "exceptional transparency" is a feature of this label stock. "When the liner is removed, a mirror-like finish is obtained giving the impression that the label is directly printed on to the bottle or other chosen surface," it is stated.

Good processability is also claimed, allowing clean, accurate die-cutting. The acrylic adhesive is said to be particularly suitable for use on glass, coated metals, treated polyethylene and polypropylene. After application, the label has an operating temperature ranging from -40° to $+300^{\circ}\text{F}$. It is also resistant to grease, oils, organic solvents, water, acids and UV light. *3M UK Ltd, 3M House, PO Box 1, Bracknell, Berkshire RG12 1JU.*

Weighing unit

Stuart Barnes have introduced the "Messtec Automatic Balance" for weighing tablets, capsules and small parts. The unit is designed to weigh, sort, and then analyse the results of small parts such as tablets, capsules, seeds, precious stones and small components. It has a sample capacity of 6 gms, an accuracy of 0.5mg, and an operating speed of up to 30 samples per minute.

The basic system uses the Texas Instrument Calculator T159+PC100, but it is also equipped with a universal interface allowing it to work in conjunction with a variety of data processing devices. *Stuart Barnes Ltd, The Bullpit, Bradford on Avon, Wiltshire.*

For calculations

One of two new desk-top calculators—from Silver-Reed—is claimed to be ideal for trading organisations. Called the SR 1720 PD (approx £103.50) it has facilities for calculating gross profit margins and for delta per cent (the difference between two figures).

Both the 1720 and its smaller sister, the SR 1520 PD (approx £92.00), are 12-digit print and display machines with four-key memories. They have item count, six-position decimal point selector, round off/down, percentage and sign keys, repeat addition and subtraction.

The 1720 is also capable of chain multiplication and division; square, reciprocal, memory and exchange calculation. Both have non-add and non-print keys, with the 1720 having a date print-out. *Silver Seiko International UK Ltd, 21 Upton Road, Watford, Herts.*

LETTERS

Twin products

I would welcome a reasoned reply from some enlightened person as to why two companies do, and are allowed to, market identical products. I have just read of the introduction of two new oral contraceptives, Trinordiol and Logynon. Identical formulations at the same price.

For a long time now, we have learned to live with Allegron and Aventyl; Septrin and Bactrim. Now the list is growing apace. We are forced to keep Euhypnos and Normison; Betaloc and Lopressor; Bolvidon and Norval; Daonil and Euglucon; and Orudis and Alrheumat. I am certain that other twins could be listed as further examples.

Two products for the doctor to pre-

scribe when one would suffice. Two products for us to find shelf space when one would do. Two possibilities for us having to refuse a prescription. Twice the bank overdraft! How long must this go on?

Having to suffer this is bad enough, but I recently read that the president of the ABPI says: "There could even be a very small minority of cases in which the chemist actually supplied a cheaper equivalent in dispensing the physician's prescription". (C&D April 26, p750.) How dare he?

Eric York

Northampton.

There are often reasons to do with patent protection which explain why two companies market identical products. In the case of Logynon and Trinordiol, although Schering patented the triphasic formulation, Wyeth hold the patent on levonorgestrel. Hence a technical agreement between the two companies, allowing each to market the contraceptive, was necessary.—Editor.

Script pricing staff

May I through your columns ask if any pharmacist has inquired whether his local pricing bureau has a pharmacist on its staff to whom prescriptions may be taken for elucidation. The answers would be most illuminating, I can promise you!

Stanley N. Wood

Birmingham.

The Prescription Pricing Authority writes: "Each of the processing divisions is staffed to provide advice to contractors in the areas which the division processes and, of course, to local contractors. In addition at headquarters in Newcastle upon Tyne there is a specialist division, which has staff trained and employed to provide service to the whole organisation and to contractors, on the technicalities, problems, price information necessary for processing the work. The technical division is headed by a pharmacist because of the specialisation but the processing divisions are headed by managers who, in the main, are not pharmacists."

Desperation

In a moment of desperation on the quest for a price for multivits on a returned prescription form I am afraid I lapsed into the depths of sarcasm and endorsed the FP10 "Why don't you ask Evans".

In response to a little note attached to a small bundle of prescriptions which clearly states "... pricing office no longer has current wholesale price lists." I decided to ask Evans myself.

Now this is a mystery, because I am informed by Evans themselves that they send to Nottingham Prescription Pricing Authority 200 copies of amendments to current lists for distribution. As pharmacists it is not part of our training to price NHS FP10's.

D. Brandon

Knutsford, Cheshire

Bemused

We have just received three envelopes through the post (2×10p and 1×12p stamps) containing invoices from Vestric totalling seven items.

Since I already receive three deliveries a day (for how long!?) would this not be classed as a very expensive means of communication, especially in the days of reduced profits etc?

Can Vestric justify such wastage of money—or don't they know?

C. P. Caplan

Yeadon, Leeds 19

By invitation

The Institute of Pharmacy Management International will be having its Sherry Party at the Newcastle Conference in the Havelock Junior Common Room, Castle Leazes Halls of Residence, Spital Tongues, on September 15 at 7.30 pm.

Members of IPM are welcome but please let me know for catering purposes. Guests by official invitation only. **A. G. Mervyn Madge**, St Budeaux, Plymouth.

why NEW *milupa* GRANULATED RUSK is selling so well.

Because it's good for babies, good for Mum, and good for chemists, too! Milupa Granulated Rusk provides balanced nourishment that really satisfies baby and it's easy for Mum to prepare.

More and more, Milupa Granulated Rusk is bringing the rusk market back to chemists. It's a modern product that you can recommend with full professional confidence and like all the Milupa range, it's very profitable, too.



milupa

A new generation
of baby foods

Milupa Ltd. Cowley Peachey, Uxbridge UB8 2JA. Telephone West Drayton 48286

The Perfumery Fair at the Glasgow Albany Hotel 1980
June 8th-11th
The directors of:-



NORTON
OF LONDON
fine soaps & toiletries



Eylure

R G TREVORROW LTD

Jemma



ROBERRE

J.&T. Gorney



request the pleasure of your company
to review our 1980 ranges of products.
Champagne Breakfast
Monday, June 9th, 10am - 12 noon

What increases your profit, looks good and costs less year after year?

Answer: shopfitting equipment leased through Showrax. You've probably heard of Showrax as part of the Northfleet Group – the market leaders in shopfitting. Now, Maidenhead Finance Limited are also part of the Northfleet Group. This enables Showrax to guarantee leasing finance to all their credit worthy customers.

We've introduced this service as part of our policy to make the benefits of Showrax available to as many customers as possible. And also because leasing offers you, the retailers, some very strong benefits.

The first concerns capital outlay. You may well have the capital to buy our equipment outright. But you may well be able to use the capital more profitably in other areas. For instance, you may prefer to use it to increase your stock after your refit. That way you're likely to get even more benefit from your Showrax refit.

And if you don't have the capital available for a refit? Well, there's no other source of finance where you can be sure of absolutely no capital outlay. MFL leasing finance is for 100% of the invoice – so there are no cash flow problems, and no outlay, not even a deposit.

The second is something every retailer knows about – inflation. Although you obtain the use of the equipment immediately, payments for it are made out of future earnings. And these payments are a guaranteed fixed amount so, in these days of high inflation, the real cost to you falls sharply each year.

Third, leasing payments are tax deductible. The rental you pay is wholly allowable as a business expense, so the gross cost is reduced. The exact amount depends on your rate of tax.

Fourth, Showrax refits have proved themselves again and again. You should find, like the majority of our customers, that your increase in profits from your refit will more than cover your leasing payments. So you're not only building up your business and increasing your profits, but you will probably do it with no cash outlay.

Fifth, Maidenhead Finance Limited are a well established leasing company, who specialise in leasing to Showrax customers. They combine friendly service with an understanding of your problems and they work with speed and accuracy.

Finally, compare our rates with other forms of finance and you'll see we offer a really fair deal. But combining the expertise of Showrax and Maidenhead Finance Limited means more than that. It means that the Northfleet Group is doing everything possible to help you increase your profits.

For the full details, contact Steve Lovett on 0474 60671.

The
Northfleet
Group 

SHOWRAX
TOWER WORKS, GRAVESEND, KENT DA11 9BE



shopex International '80 (May 18-22) was held as the show for retailers of the '80's—from retail groups to one-man businesses, and all seemed adequately catered for.

While the London venue of Olympia hoped to swell the number of exhibitors to more than 200, covering all aspects of the retail environment, the show remained manageable for a one-day outing, and those exhibitors approached by the show were pleased to report a steady flow of business coming their way.

The following are a selection of largely new products which were on display at shopex.

Intermark Handprinting Co Ltd: In cooperation with Johnson Wax this company have developed a "rubber stamp" which needs no ink pad. Intermark claim the stamp may be used up to 10,000 times before it runs out and that any Design may be produced—including photographs.

The stamps have a retractable base and are therefore "clean" to leave on desktops. Two colour prints are available. 225 Fore Street, Edmonton, London N8 2TZ.

Securivision Ltd, is marketing a "simple and effective" device called Tilgard designed to combat the problem of "snatching" from tills. Made of tough, durable plastic, it fits over the drawer of the till. Through the transparent top, the cashier can see how much change she has and reach the coins and notes without moving from her seat. But would-be thieves, cannot reach the cash from a standing position.

It is available in various sizes—to fit most makes of till—and is supplied with easily assembled fixing brackets. The costs £25 with reductions for high volume orders. Securivision House, Holmes Lane, Prestwich, Manchester.

Tilgard from Securivision combats the opportunist thief snatching from your till



Arthur Shaw Manufacturing Ltd: Paka-Trak is a sliding glass track that comes complete, pre-packed in "easy-to-assemble" form and it is for do-it-yourself retailers who wish to construct an alcove-type display or even a sliding door storage cabinet. Both the basic pack and various optional extras are available in either silver or gold anodised aluminium. P.O. Box 21, Willenhall, West Midlands WV13 2AS.



The "do-it-yourself" Paka-Trak system from Arthur Shaw

Beautiline Tubex Ltd: Manufacturers of Beautiline showcases and counters with 1/2in and 1in Tubex modular display systems, they offer a "complete design service to provide the ideal selling environment for a wide range of merchandise." 2 Upton Road, Rugby, Warwickshire CV22 7DL.

Thorn Lighting Ltd: A new range of spotlights—Master-spot—has been introduced by Thorn Lighting and is linked to a track system known as Master-track. Described as competitively priced, and produced from top quality materials, Thorn claim it to be one of the most comprehensive, adaptable and simple systems yet designed.

Basically, Master-spot consists of a selection of indoor spot and floodlights which can be mounted on a flexible lighting track system to achieve "almost any kind of display lighting effect." The fittings are also available for surface mounting. Thorn House, Upper St Martins Lane, London WC2H 9ED.

More Shopex on p896

Genuinely Effective Product

TRY ORALCER

IN CASES OF
SEVERE & RECURRENT
ORAL ULCERATION

WHERE OTHER
TREATMENTS
HAVE FAILED

ORALCER PROMOTES RAPID HEALING OF MOUTH ULCERATION. IT HAS DISTINCT THERAPEUTIC ADVANTAGES OVER MOST OTHER TREATMENTS DUE TO ITS UNIQUE SCIENTIFIC FORMULA.

ORALCER DOES NOT CONTAIN
ANAESTHETICS AND ANALGESICS
AND HENCE DOES NOT MASK
THE SERIOUSNESS OF THE
ULCERATION.



Available from:
YOUR LOCAL WHOLESALER

VITABIOLOGICS LTD
122, MOUNT PLEASANT, ALPERTON, MIDDLESEX HA0 1UG
Telephone: 01-903 5541

Distributors for Eire: Allphar Services Ltd, Dublin 11



Continued from p895

Varioglas (UK) were exhibiting at Shopex 80 a showcase, counter, display and partitioning system known as "hard-glass modul six". The modul six uses toughened 6mm glass and other 6mm panel material. Its appeal being that all units are totally frameless and shelving totally adjustable. 157 Park Road, Kingston, Surrey KT2 6DQ.

Preston Engraving displayed the "Scott Signgraver" signmaking system. The process is described as a complete ready to operate portable engraving tool, that produces engraved plastic signs by tracing a fixed two to one pantograph stylus in the groove of a master letter. The letter forms reproduced are identical to the master but reduced in size. Aluminium, brass, stainless steel, plexiglass, formica and PVC can be engraved by this method. Accessories to compliment the signgraver are a material cutting table, a beveller, a corner rounder and a selection of aluminium sign holders. 134 High Street, Godalming, Surrey GU7 1AB.

Formosa Holland featured at Shopex 80 the Monico Range of counter units which included integral lighting, packing or stock storage and security locks. Unit shapes can be varied and the showcases only require connection to a power source to become fully operative. A new exhibit on show was the Aquarius free-standing showcase which can be fitted with optional additions available throughout the Formosa Holland range. 15 Portland Road, Holland Park, London W11 4LH.

George Barlow & Sons Ltd, have introduced a modular shopfitting system known as International MZ. This system has been designed to meet the "rapid changes demanded in shopfitting schemes by contemporary taste and fashion." International MZ is a flexible, integrated modular system with 1500 different components from which to choose, "providing the facility for building and rebuilding displays to suit individually designed interiors."

Northfleet Group, one of the UK's specialists in retail display systems, have published a 14-page free brochure which illustrates how the modernisation of a shop premises can prove an investment for the future in retailing.

Entitled "Invest in your future with Showrax", the guide is principally aimed at independent retailers with step-by-step

instruction on how a refit is carried out, details of the company's product range and services, and questions and answers on finance, including sections on cash, leasing and loan arrangements. A further chapter highlights six case histories from shops of different trades throughout the country. Tower Works, Lower Road, Gravesend DA11 9BE.

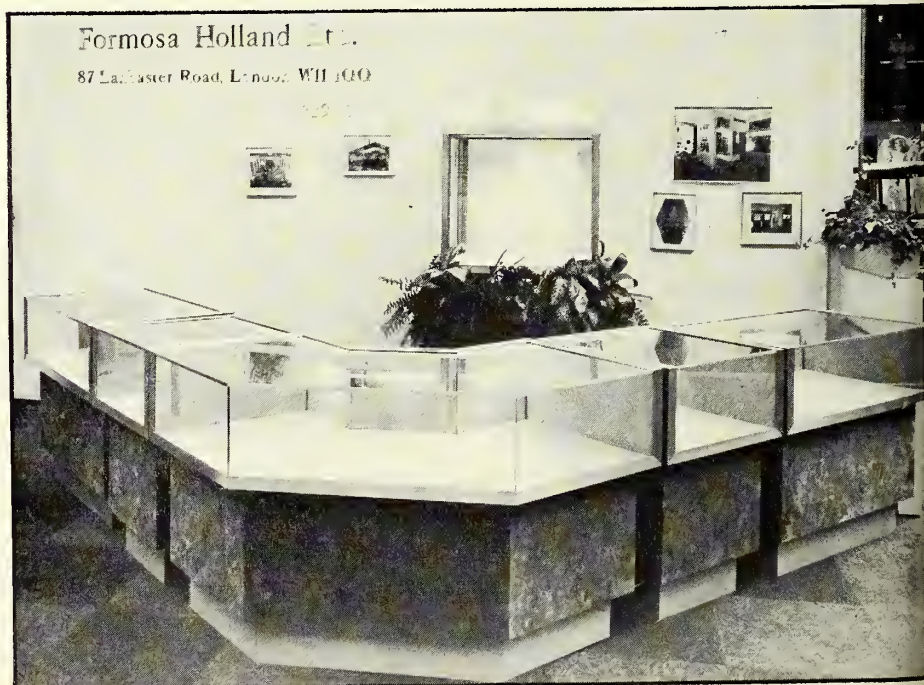
NCR Ltd: The NCR 2116 (£725) is a low cost ECR which replaces the NCR 2115. It comes in three models with five, eight or nine department keys. All models have a coupon and paid out key. The five key model has credit card as well as cash totals. The 2116 offers a variety of options including dry battery operation.

RT Display Systems Ltd exhibited their "fully optional" programme—"Octanorm". Display units may be chosen from this range, or a full shopfitted system may be installed. Three basic ranges exist, but custom demands will be met.

RT emphasise that their products comprise of a complete shopfitting package and believe that Octanorm's "clean aesthetic lines make it ideal for a chemist shop installation". 212 New Kings Road, London SW6 4N2.



George Barlow & Sons International M2 system, above, is designed to meet the "rapid changes demanded in shopfitting schemes". Below, Formosa Holland exhibit their Monico range of counter units



Formosa Holland Ltd.
87 Lancaster Road, London W11 4QQ

Stop that forced entry!

The criminal with his eye on your valuable stock will want to enter your premises quickly and quietly. Once he's inside he won't worry about the damage he does or the extra insurance premium you may have to pay. The stock he removes could be difficult to replace quickly. He will certainly benefit from your misery. For much less than the cost of a colour T.V., a carton of cigarettes or a moderate piece of jewellery, you can stop that criminal now! Fitted to the entrance of any otherwise secure room, residential or office, and you literally have the equivalent of a SAFE!

Magnet & Southern's **MAXIMUM SECURITY DOOR**

Magnafort

Galvanised steel clad, secured on all edges by a unique four point locking system and factory fitted with its own subframe. Weatherseal, security chain and door viewer are all included and the complete unit is easily fitted in the rebate of a conventional doorframe. The internal timber and polyurethane construction provides greater thermal insulation value than conventional doors and it's available now!

Three other doors, Washington, Boston and Toledo similarly steel clad but without the four point locking system are also available!

Washington Boston Toledo



“The time taken, the degree of force necessary and noise created to break in to Magnet & Southern's Magnafort security door could prevent 99% of forced entries”

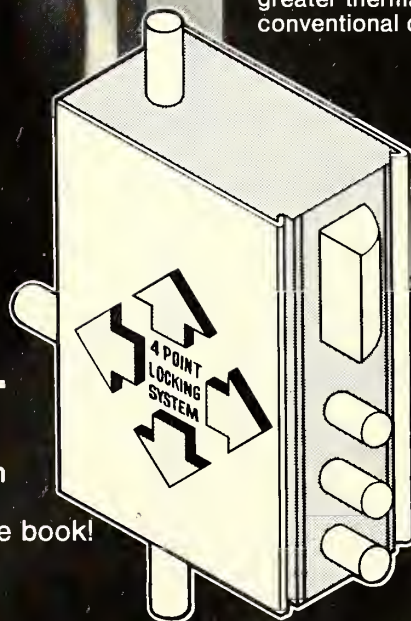
-Crime Prevention Officer, Metropolitan Police.

See for yourself—

Magnafort and other security and safety products on display in all 200 Magnet & Southern's depots — there's one near you. We're in the phone book!

Magnet & Southern's

Head Offices: Royd Ings Avenue, Keighley, West Yorkshire Phone (0535) 61133
Pasco House, Mill Lane, Widnes, Cheshire Phone (051 424) 5500

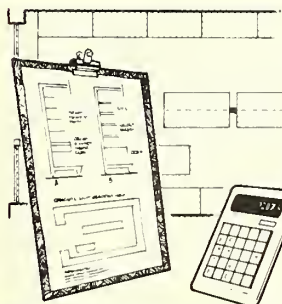


INTO THE 80's

SHOP
SNAP-TITE
EQUIPMENT

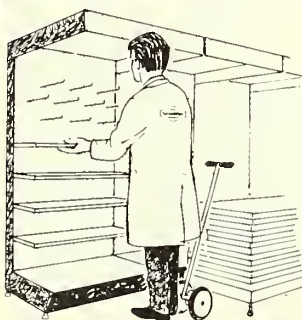
LAUNCH A WHOLE
NEW PACKAGE
FOR THE 80's

PLANNING



SNAP-TITE has a long and wide experience of fitting shops — let us call, survey, and show how an effective shopfit can work — Remember space costs money, it has to be used correctly.

INSTALLATION



Swiftness and efficiency are a feature in the installation of SNAP-TITE. In no time at all your shop will be giving your customers 'A better place to shop'.

FREE PROMOTION



SNAP-TITE increases sales, and using the right promotions can sell even more. To assist you at the time of installation and on 're-opening', SNAP-TITE will give you a FREE promotional package.

I MUST KNOW MORE!

PG24/5

Name _____

Address _____

Tel. No. _____

SHOP
SNAP-TITE
EQUIPMENT
**SHOPFITTING
EQUIPMENT**

Church & Company (Fittings) Ltd. South Street Reading RG14OS
Dial direct to our Sales Enquiry Office on (0734) 594967 / 594899

THE RIGHT ONE FOR YOU!

NEW FROM **Vestric** **THE SIEMENS MICRO-INHALER**



Vestric now has in stock at all its branches the new Siemens TV 6000 Micro-Inhaler for use in mild or chronic bronchial conditions with most inhalants.

Electrically-operated, noiseless and simple to use, the Siemens Micro-Inhaler employs ultrasonic principles to produce a micro-fine mist for easy and effective inhalation by the patient.

Used all over the Continent, it has consistently given

excellent results in the alleviation of bronchitis, asthma and chest conditions caused by allergies and airborne irritants.

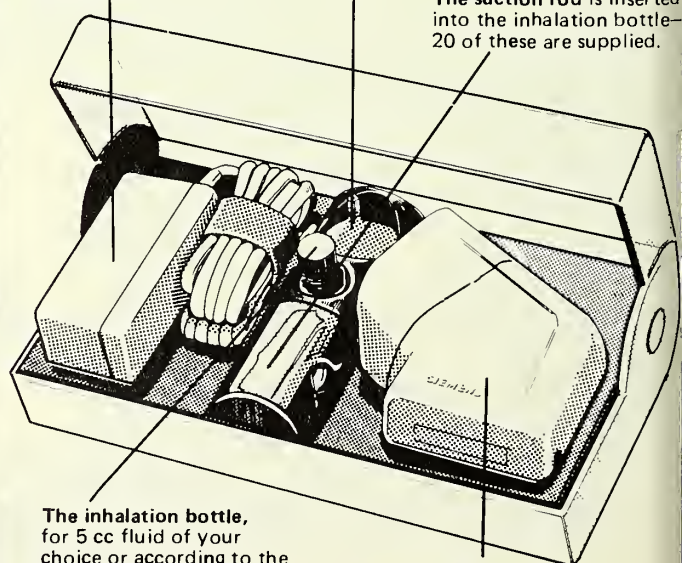
The Siemens Micro-Inhaler is available through pharmacies at an RSP of £58.00.

For further information contact:— Mr B.M. Roche, Vestric Limited, Chapel Street, Runcorn, Cheshire WA7 5AP or your local branch of Vestric

The power unit
for a 240 V socket 1.5
metre lead

The filling funnel
practical, simple to attach.

The suction rod is inserted
into the inhalation bottle—
20 of these are supplied.



The inhalation bottle,
for 5 cc fluid of your
choice or according to the
doctor's prescription.

The Micro-Inhaler,
completely noiseless, simple
to handle.

VESTRIC — THE COMPLETE SERVICE TO PHARMACY

COMPANY NEWS

Abbott UK perform well in Europe

Abbott Laboratories' operations in the UK represent a "significant contribution to the company's strength in Europe," says Robert A. Schoellhorn, president and chief executive officer, commenting on Abbott's 1979 results.

Some 40 per cent of the products manufactured by the UK division are exported throughout the world—pharmaceutical products accounting for nearly half of the domestic sales. Venipuncture, anaesthetics, and other hospital and health-care products account for the remainder of sales in the UK. Recently the company's chemical plant has been expanded, adding two new production facilities—one for exportation of bulk cefotyl, a peripheral vasodilator, and the other for production and export of the anaesthetic Ethrane.

Total worldwide sales for 1979 were £1.68 billion up 16.5 per cent from the previous year. Earnings for the year were £179 million, an increase of 20.4 per cent over 1978. Research and development expenditure rose to \$85.4m (\$76.2m) but the report criticises "drug lag", the delay in the development of new drugs caused by government regulations, stating that controls must be sorted out to "avoid the excesses that merely stifle growth". Concerning recent government announcements on the relaxation of regulations in the UK, a company spokesman said it is too early to tell their significance.

Yardley fail BAT

Although the turnover of BAT Industries Cosmetics division improved by 12 per cent for the 15 months to the end of 1979, operating profit remained static at £6 million.

Yardley were reported to have had a particularly bad year, especially in the UK and Canada, and profits have fallen in several major markets. Yardley in Canada has now been transferred to a distributor. More positive was the performance of Lenthéric-Morny-Cyclax, which continued to increase sales and profits in the UK, and the much improved contribution from Germaine Montiel in the US.

Group pre-tax profit for BAT rose to £560m (£433m) on a turnover of £8,915m (£6,719m).

EEC safety posters

Four new posters showing the standardised safety signs which would be adopted throughout the European Communities are now available. They are part of a Health and Safety Executive campaign to warn employers and workpeople of the EEC Directive on Safety Signs in Places of Work will become effective from January 1, 1981.

The posters show 23 signs, in four categories, one for each poster. The



Glaxo Operations UK Ltd, Annan, played host to over 400 guests in a series of open days at the newly-built factory which cost £17 million and recently came on stream for the production of labetalol hydrochloride, the active ingredient in "Trandate". Welcoming guests, the factory manager, Dr Tony Sherrard, said the plant was essentially conventional in most aspects but a computer system controlling the sequence of operations had been introduced, and this was expected to improve product quality and reproducibility and provide improved safety for staff. Above is local MP and Minister for Sport, Mr Hector Munro, (right) with Dr Sherrard in the quality control department

categories cover hazards which must not be ignored; hazards where ignoring the message could be fatal; protective clothing to be worn; and emergencies. The new posters are suitable for notice board display or as visual aids in safety training. The set of four (£1) is available from the Health and Safety Executive, Room 139, Baynards House, 1 Chepstow Place, London W2.

Briefly

Gillette, the US parent of Gillette UK Ltd, increased their net income for the first quarter of 1980 by 22 per cent—to \$63 million—on sales up 20 per cent to \$550m.

Montedison Pharmaceuticals Ltd have been renamed Farmitalia Carlo Erba Ltd. The parent company, Montedison, Italy's largest chemical group, have decided to consolidate their ethical pharmaceutical companies under one name.

Eastman Kodak's net income for the first quarter of 1980 rose by 9 per cent to \$215.9m, but increased costs have squeezed margins as sales were up 30 per cent to \$2.14bn.

Tudor Egypt has opened a £500,000 Cairo photo processing laboratory, designed and equipped for prominent local industrialist Houssam Aboul Fotouh by Tudor's consultancy division, which was also responsible for training key personnel.

W. R. Grace Ltd plan to construct a plant in Teeside with a production capacity of about 3,000 metric tons annually of ortho carbonic acid esters for the UK pharmaceutical and agrichemical industries. A construction timetable has not yet been established. The primary product of this new facility will be trimethyl-orthoformate, which is used in the manu-

facture of insecticides.

Sanbort Ltd have acquired the 3,000 sq ft Westons outlet at 88 Turners Hill, Cheshunt, Herts EN8 8LQ. The pharmacy now trades under the name "Dallas".

Boots have begun the second phase of their four-year programme to install electronic cash registers. New large stores will be completely equipped with electronic machines, and the electro mechanical tills in existing larger stores will gradually be replaced.

Albright & Wilson Ltd have set up Albright & Wilson Inc in New Jersey, USA, to promote sales of their range of detergent and toiletry materials, other phosphorus derivatives and organic speciality chemicals in the US.

Carl Zeiss have increased turnover by 6.4 per cent in 1979/80, to DM 639 million. The positive tendency continued, they say, in the first six months of 1979/80 and Zeiss have now entered the field of contact-lenses, by acquiring a major share of Wöhlk, Kiel.

Pretty Polly Ltd increased pre-tax profits in 1979 by 117 per cent—up to £4.04 million from £1.86m in 1978. Sales rose 20 per cent to £33.0m (£27.6m). The company says that 1980 has started well and they plan "further heavy promotional activity" in support of their Galaxy brand.

Dutch Chemical exports increased by 29 per cent to Fl 20.7bn in 1979. Imports rose by 28 per cent to Fl 11.5bn. These rates are nearly double those achieved by Dutch industry as a whole. The most expansive sectors were organic chemical products, where exports rose 55 per cent to Fl 7.6bn, and plastics, where they rose 30 per cent to Fl 5.9bn.

More Company News on p900

continued from p899

New products could be better exploited

British companies have a mixed record in new product development, according to a recent survey by the British Institute of Management. While some companies were found to have a consistent record of innovation others have shown a lack of initiative in developing new products—even when a new idea surfaced, its commercial exploitation has often in the past been left to overseas competitors.

Chemical companies come off relatively well with a median of 13 new developments in the past three years against a median of seven for all companies.

Medium-sized companies were found to be more innovative than either large or small companies and most new products of all companies tended to be in-company innovations or modifications to existing products. Companies owned by a US parent were found to have generally larger research and development budgets.

"Managing new products" (£7.50) is available from the BIM, Management House, Parker Street, London WC2.

Norprint specialise

Norprint Ltd have established a Pharmaceutical and Toiletries division with two commercial managers—one specialising in labels and the other equipment. There is also a separate factory production unit and sales administration department.

The division offers a consultancy service for companies wishing to use bar coded labels or for those in need of general advice on origination, standards and printing and production.

Norprint say that the establishment of this division "gives some indication of the importance the company places on serving these particular industries with their special labelling requirements".

Appointments

Elizabeth Arden Ltd: Mr Pierre de Champfleury has been appointed general manager. He was previously general manager, Elizabeth Arden, France.

Gala Cosmetic Group Ltd: Mr J. C. Mottram, MPS, has been appointed managing director. Mr Mottram has been managing director of Smith & Nephew's division (Gala's parent company) for nine years.

Bristol-Myers Co Ltd: Mr J. M. Brady has been appointed chairman and managing director for the UK and Ireland. He replaces Mr J. G. Kelnberger who is returning to the US to take up a senior position with the parent company.

Mr Brady has been managing director of Bristol-Myers Australia New Zealand & Pacific Islands. Prior to that he was managing director of Bristol-Myers South & Central Africa.



A "significantly improved service" to customers will result from the opening of this £3½ million distribution centre at Reading, Berks, say Gillette. Officially opened by Lord Trenchard, Minister for Industry, the warehouse replaces the company's five existing centres and with computerised support centralises the despatch of all Gillette products

Orlane Cosmetics (UK) Ltd: Mr Harold Fleishman is made managing director.

Solport Bros Ltd: Richard Armstead is appointed sales director. Mr Armstead joined Solport in 1970 as export manager and in 1973 he became general sales manager.

Proctor & Gamble Ltd have appointed Mr C. H. L. Davis as director of advertising, personal care products. He was appointed advertising manager of the division in 1979. Mr A. H. Welch is now director of sales, personal care products. He joined the division in 1979 as sales manager.

Westminster Report

Company studies

Inspectors will in future aim to complete investigations into a company's affairs within 12 months of the date of appointment. Mr John Nott, Secretary for Trade, said in the Commons this week. This was one of several changes he would be making in company investigations.

The changes follow a review of the system and take into account comments received from the Council for the Securities Industry, the Consultative Committee of Accountancy Bodies, the Law Society and the Senate of the Inns of Court and the Bar.

Answering a question from Sir Graham Page (Crosby), Mr Nott said: "The present system of investigations under the Companies Acts is of long standing. It has given rise to much useful information which in many cases has been the basis for action against crime or misconduct and has led to useful reforms in company law. I am, however, concerned that the system should maintain public confidence. I am aware of criticisms which have been voiced in respect of speed and fairness."

Mr Nott said he proposed to publish guidance notes as a contribution towards public understanding of the inspection system: "My Department's Notes for Guidance remind inspectors that the decisions of the Court of Appeal require that inspectors, if disposed to condemn or criticise anyone in a report, must first

British Aerosol Manufacturers Association: Mr D. R. McCarthy of Elida Gibbs has retired as a member of the executive committee and Mr P. T. Goodrham of Johnson Wax is elected in his place. **P P Payne Ltd:** Mr Peter Springall becomes director of operations, with responsibility for marketing and production, and Mr Dennis Seston, director of finance and administration. The changes are linked to the sale and close down of Payne's label manufacturing and marketing activities, and to the company's move to a new £3½ million factory at Giltbrook, Notts, early next year.

give him a fair opportunity to correct or contradict the allegations against him".

He also said that he believed 12 months "should be sufficient" for investigations and that he intended to make "certain minor changes to the legal framework within which inspectors are appointed and carry out their functions."

VAT procedures

The Minister of State to the Treasury, Mr Peter Rees, said in reply to a written Parliamentary Question that he was asking Customs and Excise to seek the views of trade and professional bodies on the administrative procedures that operated when the rate of VAT was changed in June 1979. The Commissioners of Customs and Excise now invite written comments on those procedures from any trade or professional organisations concerned with VAT. Any contributions should be sent to the following address: HM Customs and Excise, Room 224, Knollys House, 11 Byward Street, London EC3R 5AY.

No eye test charge

The Government have dropped plans announced in their Budget to charge £2 for eye tests. Dr Gerard Vaughan, Minister for Health, stated in the Commons last week that the decision had been made in the light of "strong representations" made to the Government that the proposed charges would not necessarily be in the best interest of the patients. He said that the £11 million it would have saved will have to be found elsewhere in the optical field.

CLEAN·O·GEL

Simplicity with perfection



Effective

Clean-O-Gel is an enzyme cleaner which efficiently removes organic deposits from soft contact lenses and prevents the build-up of these deposits.

Dissolves rapidly

Being a powder, Clean-O-Gel dissolves quickly and easily.

Odour free Simple to handle Completely safe

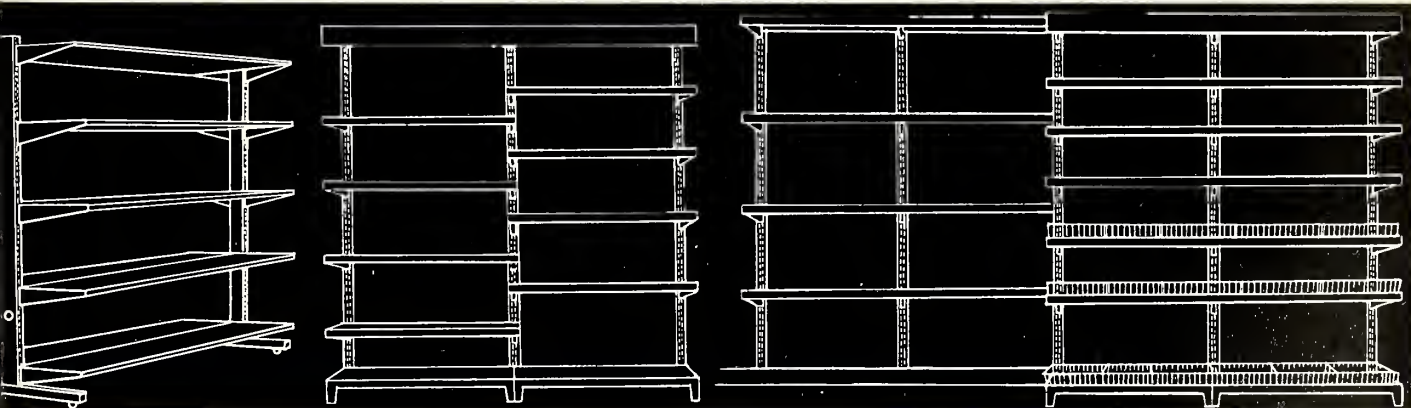
The Total System

When used with the Preflex-Flexsol-Normol regime, Clean-O-Gel provides your patients with a complete soft lens care system, combining simplicity with perfection.

bp Burton Parsons

Imperial Way Watford Herts WD2 4YR
Tel (0923) 46133/6 Telex 923709

PUT SPUR AND READICLIP TOGETHER AND HALVE THE COST OF A REFIT.



You can spend a fortune getting your business d out with modern shelving and displays. But there's no need to. For we've devised a system that combines homoc, super-strong, wall-mounted Spur adjustable ving with low-cost, easy-to-assemble Readiclip standing units.

If you wish, you can easily put it together yourself, e a really professional job of it, and save allation charges.

What's more, we'll give you the help you want in nging and layout free and without obligation. Just clip the coupon and see how Spur and diclip can clip the costs for you.

— START CUTTING COSTS HERE —

To: Spur Systems International Ltd,
Otterspool Way, Watford, Herts. Telephone: Watford 26071.

Please mail me a Spur-Readiclip brochure.

Name CD/24/5

Type of business

Address

Telephone

**QUICK
DELIVERY!**

**SPUR
READICLIP**

COMING EVENTS

London to stage POS automation congress

The first European congress on automation at the point of sale is to be held in London from June 18-20. The aim of Epos 80 is to bring together as much information as possible about currently available equipment, allied to the latest thinking on POS systems, operation and techniques.

An exhibition of electronic point of sale equipment and related systems will run throughout the three days. The exhibitors are mixture of the traditional "household name" companies including ICL, IBM, NCR and Hugin, and suppliers newer to POS such as Dennison, Data Terminal Systems, and Quality Systems International. On June 18 there will be a seminar on the problems of choosing and installing a POS system.

Two days of self-contained sessions make up the conference programme on

June 19 and 20. On Thursday delegates may select from a full-day session on article numbering and scanning, which looks at merchandise coding and data collection at the point of sale, or individual sessions dealing with the impact of micros on retail computer systems, and the use of computers for the management of strategic application areas.

A session on data capture for small retailers is paralleled with an examination of the real benefits of electronic POS systems on Friday morning. In the afternoon there are sessions on payment systems, and retailer involvement in POS systems design.

Entry to the Epos 80 exhibition will be free of charge to management from the retail, distribution and allied industries, and to participants of the seminar and conference. Cost of the one-day seminar is £95. Individual conference sessions can be attended for £70 for the first half-day and £60 for each subsequent session, or a full two-day entrance for £230.

The venue is the Rainbow room and Kensington Exhibition Centre, Derry Street, London W8.

Tickets for the exhibition and further information from Epos 80 Congress Office, 106 Field Heath Road, Hillingdon, Middlesex UB8 3NL.

Wednesday, May 28

West Metropolitan Branch, Pharmaceutical Society, Charing Cross Hospital eighth floor lecture theatre, Fulham Palace Road, London W6, at 7.15 pm. Annual meeting followed by Dr D. Bailey (Welsh School of Pharmacy) on "Drugs and driving".

Thursday, May 29

Dorset Branch, Pharmaceutical Society, Poole General Hospital postgraduate medical centre, at 8 pm. Annual meeting.

Society of Cosmetic Scientists, Trafalgar and Nelson Suites, Charing Cross Hotel, Strand, London WC2, at 7 pm. Annual meeting.

Welsh Committee for Postgraduate Pharmaceutical Education, Maelor General Hospital postgraduate centre, Croesnewydd Road, Wrexham, at 8.15 pm. Dr Ward (senior consultant rheumatologist, Oswestry Orthopaedic Hospital) on "Rheumatism and drugs used in its treatment".

Friday, May 30

Croydon Branch, Pharmaceutical Society, Greyhound Hotel, Park Lane, Croydon, at 8 pm. Mr R. S. Finney (Brighton School of Pharmacy) on "Obesity".

Advance Information

American Society of Hospital Pharmacists Summer Seminar, Fairmount Hotel, Philadelphia, Pennsylvania, from June 15-19. Details from ASHP, 4630 Montgomery Avenue, Washington, DC 20014.

MARKET NEWS

Still passive

The passive state of the markets continues with emergency fluctuations still accounting for the majority of price changes.

Canada and Copaiba balsams strengthened by 5p/kg and both white and black pepper for shipment dropped \$25 metric ton. Ginger and turmeric were lower.

Among essential oils eucalyptus, Brazilian peppermint, vetiver and petitgrain for shipment were all dearer. Chinese cassia and Ceylon leaf cinnamon were easier.

Pharmaceutical chemicals

Acetic acid: 4-ton lots, per metric ton delivered—glacial BPC £399; 99.5 per cent £382; 80 per cent grade pure £344, technical £323.

Acetone: £439 metric ton for 30-drum lots.

Adrenaline: (per g) 1 kg lots base £0.30; acid tartrate £0.25.

Aluminium chloride: Pure crystals in 50-kg lots £1,353 kg.

Ammonium acetate: BPC 1949 crystals £0.7378 kg in 50 kg lots; strong solution BPC 1953 £0.243 kg in 250-kg lots.

Ammonium bicarbonate: BPC £208.96 metric ton, ex-works, in 50-kg bags.

Ammonium chloride: Pure in 50-kg lots £0.2344 kg for powder.

Ammonium tartrate: Commercial £2.95 kg in 50-kg lots.

Calcium carbonate: Light precipitated BP £203 metric ton delivered.

Calcium chloride: BP anhydrous 96/98% £1.13 kg in 50-kg lots of powder; granular £1.15 hexahydrate crystals BP 1968 £0.87.

Calcium gluconate: £1.960 per metric ton.

Calcium pantothenate: £10.61 kg in 25-kg lots.

Ether: Anaesthetic: BP 2-litre bottle £3.60 each; one-metric ton lots in drums from £1.75 in 18-kg drums to £1.65 kg in 130-kg. Solvent, BP in 130-kg drums, £1.190.

Glycerin: In 250 kg returnable drums £745 metric ton in 5-ton lots; £750 in 2-ton lots.

Iodides: (kg) **Ammonium** £11.40 (50-kg lots); **potassium** £5.90 (250 kg); sodium £8.50 kg (50-kg). **Kaolin:** BP natural £167.05 per 1,000 kg; light £174.30 ex-works in minimum 10-ton lots.

Mercurials: Per kg in 50-kg lots: ammoniated £11.55; oxide—red £12.75; and yellow £12.65; perchloride £7.20; subchloride £10.30; iodide £11.60.

Mercury: BPC redistilled £12.10 kg in 25-kg lots.

Paracetamol: (Per kg) 50-ton contracts from £3.22; 10-ton £3.30. Premium for d/c £0.20 kg.

Pyridoxine: £22.83 kg for 20-kg lots.

Riboflavin: (Per kg) £27.85 in 10-kg packs.

diphosphate sodium £79.61 in 5-kg.

Saccharin: BP '73 powder £3.90 kg; crystals £3.40 for 500 kg lots of imported material.

Sulphacetamide sodium: BP £7.25 kg for 50-kg.

Sulphadiazine: BP 68 £4.80 kg in 250-kg lots.

Sulphadimidine: £5.75 kg for imported in ½-ton lots.

Sulphamethizole: £11.35 kg in 1,000 kg lots.

Sulphaquinoxaline: BVetC £11.17 kg; sodium salt £12.52 kg both in 500-kg lots.

Sulphathiazole: BP 1973, £7.30 kg in ½-ton lots.

Thiamine: Hydrochloride/mononitrate £19.49 kg in 25 kg lots of British origin; 500-kg £17.99; imported £15.50 g (500-kg).

Crude drugs

Agar: Spanish/Portuguese £7.50 kg.

Aloes: Cape £1,100 ton spot; £1,090, cif, Curacao; £2,210 cif, no spot.

Balsams (kg) Canada: Dearer at £12.60 on the spot, shipment £12.50, cif. **Copaiba:** £3.15 spot, £3.00 cif. **Peru:** £9.90 spot; £9.80, cif. **Tolu:** £6.15.

Belladonna: (kg cif) herb £1.99; leaves £2.24; root, £2.240, cif, no spot.

Benzoin: £203 cwt, cif.

Camphor: Natural powder no spot; £7.95 kg, cif. **Synthesis** 96% £1.27 spot; £1.15, cif.

Cardamoms: Alleppy green No. 2 £6.15 kg, cif.

Cascara: £1,470 metric ton spot; £1,400, cif.

Cherry bark: Spot £1,140 metric ton; shipment £1,120, cif.

Cinnamon: Seychelles bark £480 metric ton spot; £425, cif. Ceylon quills 4 o's £0.86½ lb, featherings £0.18½ lb both, cif.

Cloves: Madagascar £4,250 metric ton spot, £4,175, cif.

Cochineal: Tenerife black brilliant spot £25 kg, spot and cif. Peru silver grey no spot; £20, cif.

Dandelion: Spot £2,060 metric ton spot; £1,980, cif.

Gentian root: £2,260 metric ton spot; £2,185, cif.

Ginger: Cochinchina £375 metric ton spot shipment £330, cif. Other sources not quoted.

Henbane: Niger £1,405 metric ton spot; £1,395, cif.

Hydrate £260; anhydrous £550; liquid 43 Baumé £279 (5-drum lots); naked 18-ton £217.

Honey: (per metric ton in 6-cwt drums ex warehouse). Australian light and medium ambers £665-£675; Canadian £775; Mexican £675; Argentinian (white) £740.

Hydrastis: Spot £27.20; £25.40, cif.

Ipecacuanha: Matto Grosso no offers; Costa Rican £18.85 kg spot; nominal; no cif.

Jalap: No spot; £2,750 metric ton, cif.

Kola nuts: £465 metric ton spot; £435, cif.

Lanolin: BP grade £1 kg in 1 metric ton lots.

Lemon peel: Spot £1,350 metric ton; £1,280, cif.

Liquorice root: Root no offers spot or cif. Black juice £1,400 metric ton spot; Spraydried £1,550.

Lobelia: American nominal, European £1,600 metric ton, cif, nominal.

Lycopodium: £4.80 kg soot; no cif.

Mace: Grenada unsorted £2,750 metric ton, fob whole £3 000.

Menthol: (kg) Brazilian £5.25 spot; £5.15, cif. Chinese £4.85; spot; £4.60, cif.

Nutmeg: (per metric ton fob) Grenada 80's £2,950 sound unsorted £2,650 110's £2,750, bwb defectives £1,750.

Nux Vomica: No spot or cif.

Pepper: (metric ton) Sarawak black £960 spot, £1,675, cif; white £1,360 spot; £2,425, cif.

Pimento: Jamaican £1 120 metric ton spot; £1 085.

Podophyllum: Root Chinese £580 metric ton spot; £545, cif.

Quilaiba: No spot; metric ton; £775, cif.

Rhubarb: Chinese rounds 60 per cent pinky £3.30 kg, spot; £3, cif.

Saffron: Mancha about £650 kg nominal spot.

Sarsaparilla: Jamaican £2,650 metric ton spot; £2,600, cif.

Seeds: (metric ton, cif) **Anise:** China £840 for shipment. **Celery:** Indian £440. **Coriander:** Moroccan £210. **Cumin:** Indian £700. **Fennel:** Indian £475. **Fenugreek:** Moroccan £265; Indian £220.

Senna: (kg) spot Alexandria pods hand-picked from £2 upwards; manufacturing £0.55. Tinnevely faq leaves £0.52; pods, faq £0.46; hand-picked £0.55.

Squill: Indian white £340 metric ton, cif.

Senega: Canadian £9.80 kg spot; £9, cif.

Styrax: Turkish natural £5.60 kg spot; £5.60, cif, nominal.

Tonquin beans: Para £4.68 kg spot; £4.55, cif.

Turmeric: Madras finger £440 metric ton spot; £400, cif.

Valerian: Dutch £1,895 metric ton spot; £1,845, cif.

Indian £1,900 spot; £1,400, cif.

Witchhazel leaves: £2.65 kg spot; £2.55, cif liquid £0.50 kg.

Essential and expressed oils

Anise: (kg) Spot £12.75; shipment £12.75, cif.

Almond: Sweet in 1-ton lots £1.50 kg duty paid.

Bay: West Indian £10.50 kg spot and cif.

Bergamot: New crop £60-£62 kg spot.

Bois de rose: £7.50 kg spot; £7.25, cif.

Buchu: South African £135 per kg spot; English distilled £210 nominal.

Cade: Spanish £1.35 kg spot.

Camphor: White £0.90 kg spot and cif.

Cananga: Indonesia £14.75 kg spot; £14.35, cif.

Cardamom: English-distilled £220 kg.

Cassia: Chinese £55 kg spot; £55, cif.

Cedarwood: Chinese £1.25 kg spot; £1.16, cif.

Cinnamon: Ceylon leaf £2.30 kg spot; £2.56, cif, bark, English-distilled £155.

Citronella: Ceylon £4 kg spot; £3.85, cif, Chinese £4 spot; £3.82, cif.

Clove: Indonesian leaf £1.75 kg spot; shipment £1.55, cif. English distilled bud £44.

Eucalyptus: Chinese £1.95 kg spot; £1.85, cif.

Fennel: Spanish sweet about £8.50 kg spot.

Geranium: Bourbon £43.50 kg spot; £41.25, cif.

Ginger: Chinese £35 kg spot; £33.75, cif. English distilled (W. African root) £95; (Indian) £50.

Lavender spike: £15.50 kg.

Lemon: Sicilian best grades from £30 kg in drum lots.

Lemongrass: Cochinchina £4.50 spot; £4.15, cif.

Lime: West Indian £15 kg spot.

Mandarin: £28 kg spot.

Nutmeg: East Indian £8.75, kg spot; £8.45, cif. English distilled £16.

Olive: Spanish £1,480 per metric ton in 200-kg drums ex-works; Mediterranean origin £1,460. Draw-back £207.61 ton on Spanish after packing in containers of 5 litres or less.

Orange: Florida £0.80 kg spot £0.70, cif. Brazil £0.60.

Origanum: Spanish 70 per cent £17.50 kg.

Palmarosa: No spot; £13.25, kg, cif.

Pepper: English-distilled ex black £120 kg, nominal.

Patchouli: Chinese £20.25, spot and cif.

Peppermint: (kg) Arven's—Brazilian £4.35 spot; £4.20, cif. Chinese £2.90 spot; £2.78, cif. Piperata American Far West £13.50 spot.

Pennyroyal: From £7.50 per kg spot.

Petitgrain: Paraguay £7.50 spot; £7.25, cif.

Rosemary: Moroccan £6.80 kg spot.

Sandalwood: Mysore £63 kg spot; East Indian £47 spot.

Sassafras: Brazilian £1.90 kg spot; £1.75, cif.

Thyme: Red 50-50% £23.50 kg spot; nominal.

Vetiver: Java £14.50 kg spot; £14, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

OIL OF ULAY "MOTHER'S DAY" COMPETITION FOR CHEMIST ASSISTANTS

Oil of Ulay are happy to report that the response to their recent **Mother's Day Competition** has been excellent, attracting entries from all over the country.

They are delighted to announce that the national winner, who will receive a **FIRST PRIZE OF A LUXURY WEEKEND FOR TWO IN PARIS AND £200 SPENDING MONEY**, is Mrs Jean Harding of J. J. Harding, Willenhall, West Midlands.

The FIVE RUNNERS-UP AND THEIR PARTNERS WILL BE TREATED TO A SPECIAL NIGHT OUT at a venue convenient to their home. They are as follows: Jacqueline Adams, H. W. Eason, Tamworth Staffs., Mrs Margaret Aslett, A. P. Sampson Chemist, Luton, Beds., Mrs J. Kettlety, Roundstone Pharmacy, Trowbridge, Wilts., Patricia M. Green, Ferris Chemists Ltd., Bromley, Kent. Mrs F. McIntosh, D. M. Wood Chemist, Bucksburn, Aberdeen.

Oil of Ulay would like to thank all those who took part.

Find the right words
and fly TO **P** WITH CARNATION
PARIS



**YOUR LAST CHANCE
TO FLY CARNATION
TO PARIS!**

Closing date for the great Cuxson Gerrard word competition is 31st May, 1980.

Entry Forms still available from
Cuxson Gerrard & Co. (Dressings) Ltd.,

Idbury, Warley, West Midlands B69 3BB – but hurry!

Selflok Shoplan Units Can you dispense with them?

You certainly can't do without their smart clean lines that say so much about your pharmacy and the way you run it. Nor without their tremendous versatility and trouble-free life.

You'll enjoy Selflok's good old fashioned service too, and together with modern expert planning and design, prompt delivery, and installation experts at your beck and call, you can be sure of complete satisfaction.

You'll like the Selflok range too, with its Wall Shelving – Gondolas – Storage Units – Binning and Basket Display – Perfumery and Cosmetic Units – Window Fittings – Showcases etc., and – yes even a complete range of Dispensary Units – and we make 'specials' too.

So you see, you can't dispense with Selflok. *But then again, you can!*

Selflok Shoplan Limited, Auckland House,
81 Farleigh Road, Warlingham, Surrey CR3 9EJ
Telephone: Upper Warlingham (088 32) 2151.
Regional Offices in Midlands and the North.

**SELFLOK
SHOPLAN**

I would like to know more about
Selflok Shoplan range of fittings.

Name

Position

Company

Address

..... Tel: Code SS/PBCD

Ethyl Alcohol

(S.V.R.)

Fermentation and synthetic
qualities both available to British
Pharmacopœia specification.

James Burrough Limited

Fine Alcohols Division 60 Montford Place London SE11
Tel: 01-735 8131

**interplan
system 80
plus**



continental style shopfittings designed for today's Pharmacy
plus full service – complete installations
olney bros ltd jado house, northbridge road,
berkhamsted, herts hp4 1eg
free colour brochure 04427-5417/9

Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist,
25 New Street Square, London EC4A 3JA.

Telephone 01-353 3212

Publication date Every Saturday

Headings All advertisements appear under appropriate headings.

Copy date 2pm Tuesday prior to publication date.

Advertisements should be prepaid.

Circulation ABC July/December 1978. 17,737.

Display/Semi Display £6.00 per single column centimetre, min 25mm. Column width 44mm.

Whole Page £500.00 (275mm×186mm).

Half Page £300.00 (135mm×91mm).

Quarter Page £150.00 (135mm×91mm).

Lineage minimum charge £6.00 for 20 words, 30p per word extra.

Box Numbers £1.50 extra.

Series Discounts 5% on 3 insertions or over. 10% on 7 insertions or over. 15% on 13 insertions or over.

STOCKS FOR SALE

CONSUMER PRODUCTS

wish to announce that we have now moved into new premises at:

Unit 22c, Robell Way, Water Lane Estate, Storrington, Sussex


We now have representatives supplying our products nationally who would be only too pleased to visit you and show you our range of top brand names in perfumery, cosmetics and toiletries.

CONSUMER PRODUCTS
Storrington (09066) 4418

FOR SALE

Ex stock: 1,000 doz×96
Tabs Disprin, Transvasin,
125ml Phenergan Elixir,
etc, etc.

Tel: 0423-62593
Telex: 57439 MATOWN-G

Three Pears Cosmetics
 **Station Road**
Warley
West Midlands

WE OFFER A
LARGE RANGE OF
TOP QUALITY
PERFUMES AT
BELOW TRADE PRICES.

CONTACT
ANGELA CLARKE
ON 021-559 9367

(3/5F)

BUSINESS FOR SALE

X1—HAMPSHIRE—Estate
business on area with property development. Turnover approximately £82,500. Scripts 1,250 per month. Property on lease with 5½ years to run. Flat possibly available, price £12,500 for goodwill and fixtures plus stock approximately £8,000.

X3—SOUTH COAST—
Major resort. High street position. Turnover £180,000 per annum, excellent dispensing practice. Rent £6,000 per annum, with benefits of potential. Sub-let lease, goodwill and fixtures, £65,000. Stock approximately £20,000.

X2—CENTRAL SCOTLAND—Retirement vacancy,
excellent dispensing business (3,000-3,500 scripts per month). Counter trade undeveloped. Profit to owner/manager 1979 approximately £17,000. Total capital requirement, including property, approximately £46,000.

X4—SOUTH LANCASHIRE VILLAGE—Pharmacy,
near to the coast, comprises of double shop unit unopposed with potential. Turnover, 1978 around £120,000. Property including extensive living accommodation. £42,000, goodwill and fixtures £12,000 and stock at valuation, around £16,000.

X5—WEST WALES—Market
Down, turnover £133,000, NHS £2,200. Property for sale or lease, no living accommodation, goodwill and fixtures £15,000, approximately £20,000.



Ernest J. George
& CO

GARDALE HOUSE, 122 GATLEY ROAD, GATLEY, CHEADLE, CHESHIRE SK8 4AT Tel: 061-428 6718/9

HIGHLY SPECIALISED French manufacturer of furniture and supplies to hospitals and pharmaceutical laboratories is for sale. The owner now 67 years old is ready to co-operate with buyer to help develop the business overseas. Has already some contact with UK distributors. Employs 20 people. Contact: Baratte International, 73 New Bond Street, London, W.1. Tel: 629 6921. (10/5)

TRADE SERVICES

Willmore & Gibbons
International Trade Mark Agents

Established 1887

52-54 Featherstone Street
London EC1Y 8ST

Telephone 01-253 6184

Telex 299638 March G (23/8F)

NORTH WEST OSTOMY SUPPLIES (WHOLESALE) LIMITED. The specialists to contact for all ostomy, incontinence supplies. 11 Bridgewater Road, Walkden. Tel. 061-790 2382.

SHOPFITTING

alplan
shopfitting limited

alplan house, cavalier road,
heathfield, newton abbot, devon.
tq12 6tg tel. 0626 832059.
from counters to total contracts
alplan's notional coverage for
pharmacies

SUPER SHELVING SYSTEM WILL INCREASE YOUR TOILETRY SALES BY HUNDREDS OF POUNDS. Send for colour illustration or ask us to call for instant quote. Glass display counters with lighting, island sites and show-cases. Early delivery direct from makers. **THIRSK SHOPFITTINGS**, 741-743 Garrett Lane, London SW17 0PD. Tel: 01-946 2291. (TC.W)

SPECIALIST SHOPFITTING SERVICES. Free Planning, Competitive Prices. Phone 061-445 3506. H. A. Peyser, 20 Fairfax Avenue, Didsbury, Manchester M20 0AJ. (TC)

AT EXPORT PRICES
COSMETICS, PERFUMES,
TOILETRIES, SUNTAN LOTIONS,
SUNGLASSES

W.L.C.C., 397 ACTON LANE, W3
Telephone 01-893 8400,
0400, 2821

Telex 88841—
LCCI—G—Westcash (26/7w)

SINGLE EDGE STAINLESS STEEL BLADES. Five cartons of 100 £19.50 inclusive. Immediate delivery. Cheque with order please, Rolanworth Ltd. 1-3 Grey's Road, Henley on Thames. Oxon.

(TCW)

ONE-SIZE TIGHTS from £2.30 doz. plus VAT. Min. order 6 doz. overall CWO. Carriage free. Full range Price List. E & R Kaye, 16/18 New Bridge Street, London, EC4. (18/10F)

JEWELLERY. Sterling silver and 9ct gold. A wide range of ear-rings, rings, bracelets, chains etc, brought to your door at best cash prices. Write Lloyd Cole, PO Box 180, Maidenhead. (3/1W)

SINGLE EDGE BLADES

20 pkts of 5 on showcard £4.50
Cartons of 100 £3.50 incl. VAT and post.
Cheque with order please

MAXWELL GORDON
2B Cricklewood Lane NW2 1EX
(TCW)

CANTASSIUM MAKE THE FINEST RANGE OF THESE AVAILABLE — SPECIAL TERMS FOR CHEMISTS

GLUTEN FREE FOODS

Write to Cantassium for details.
Cantassium Company (Dept FCD2),
225 Putney Bridge Road, London
SW15 2PY. (5/4AW)

AFRO & AMERICAN COSMETICS

Full delivery service around London, or personal callers welcome at our cash & carry showroom

Price list available. Export enquiries welcome

BARRY MERO LTD.
36 Brixton Rd, Brixton SW9
01-582 4755 (6 lines)

Skin Care Consultants

Biotherm, a leading French manufacturer of a range of high quality skin care products which are currently sold in over 15 countries throughout the world, are expanding the UK operation and now wish to recruit a limited number of Consultants to sell our products in selected retail outlets in Central London and other major cities. Joining us as a Skin Care Consultant means that you'll have the best of everything - from full training and product knowledge to the very best products to work with.

We're not too worried about your background, although it's likely you are currently working in a retail environment and probably aged 25-40. It goes without saying that your appearance will be above average and the ability to communicate well is vital. In return we will pay you a good basic salary plus a bonus related to performance, generous holidays and provide you with an elegant, Paris designed uniform.

So if you feel you meet our requirements please telephone for an application form, or write with brief details, to:
Rosemary Josey, Biotherm, Golden Limited, Berkeley Square House, Berkeley Square, London W1. Tel: 01-629 8240.



BIO THERM

EXPORT SALES EXECUTIVE

Registered Pharmacists required to assist Director in sales of pharmaceutical in overseas market. Job would involve travelling, advising customers on new formulation and Marketing of various pharmaceutical products.

please contact:

**J. C. Patel B.Pharm M.P.S.
Prejay Partners Ltd
17 Grove Vale, London SE22**

(7/6)

Locum Wanted

Long or short term
May 12th onwards
Warth Wilts

Tel: (0272) 661814

(24/5)

CHEMIST & DRUGGIST

gets results. Put it to the test by posting us your next advertisement or by telephoning us on:

01-353 3212 Extension 186

A. & H. OTTER LTD.

(established 1920)

Largest cash stock buyers in the trade for manufacturers' clearing lines, and retailers' stocks.

8 Northburgh Street, London EC1V 0BA. Tel: 01-253 1184/5.
Telegrams: "Salvall", London E.C.1. (TC.W)

IF YOU HAVE

surplus stocks of perfumes (Chanel, Yves St. Laurent, Dior, Lauder, etc) we will buy your stock—Large or small quantities—we collect anywhere. Immediate settlement.

Details to
BOX NO 2718 (5/7W)

PERSONAL WEIGHING machines/-coin operated types, urgently wanted for cash. Please contact S. Gundle, Rolls Scales Ltd., Royal East St., Leicester 59943

(7/6)

PHARMACEUTICAL ANTIQUES

Drug runs, shop interiors, bottles, etc., urgently wanted. Kindly contact Robin Wheeler Antiques, Parklands Park Road, Ashted, Surrey. Telephone: Ashted 72319. Buyer collects. (TC.W)

WE PURCHASE SHOP STOCKS AND MANUFACTURERS SURPLUS

Please telephone or write:

**LAWRENCE EDWARDS
AND CO. LTD.,**

**Wellington Close,
London W11 2AN.**

Tel: 01-727 3137-8 (17/1F)

PERFUMES REQUIRED

Immediate settlements for supplies of youth dew, Old spice, Chanel No. 5, Blue Grass, Aramis.

Details to:

BOX NO. 2721

MISCELLANEOUS

EXHIBITIONS/CONFERENCES BANQUETING AND TRAINING SCHEMES. Why not try a luxury hotel in central position. Three different size suites. Hotel beautifully refurbished with the feminine touch. 2 acres of grounds facing the sea. Many other amenities and complete hydro facilities. Write for brochure, New Normandie Hotel, Manor Road, Bournemouth or phone Mr. Smart 0202 22246. Organisers welcome. Ashley Courtenay recommended. (21/6)

Chemist & Druggist 905

LOOKING FOR A CHANGE AND A CHALLENGE?

We are a leading national company selling advertising space on buses and other public transport throughout Great Britain now seeking an additional first-class Sales Executive for the Greater Manchester and Lancashire area.

To sell Bus Advertising space you need personality, energy, self-motivation, enthusiasm, initiative, ability to deal at all levels—and media know-how. Even if you have never sold space before but possess the other qualities you could still become the successful applicant—we will supply the media know-how.

This is an excellent career opportunity offering good income + car + expenses + job satisfaction.

Write, with details of previous employment, to:—

**DIRECTOR OF SALES
WHS ADVERTISING LTD.,
10 LOWER GROSVENOR PLACE,
LONDON SW1W 0EN.**

(a member of the W. H. Smith & Son group of companies)

Are you good at figures?

A person is required to assist in the C&D Pricing and Information Service.

We are looking for somebody who can handle prices and value added tax, who is accurate, and who has the ability to cope with inquirers on the telephone and maintain neat records.

The successful applicant is likely to have experience in a pharmacy, dispensary or the pharmaceutical industry and may have been employed in invoicing, stocktaking, or stockkeeping.

The offices are at present in central London but will be relocated at Tonbridge, Kent, during 1981.

If you believe you have the necessary qualities write to:

J. Lear,
Director,
Chemist & Druggist,
25 New Street Square,
LONDON, EC4A 3JA.

**CHEMIST
DRUGGIST**

(7/6)

AUCTIONS

SAXTONS

For the Trustee in Bankruptcy
HAYARDS OF SKEGNESS
160-164 DRUMMOND ROAD
SKEGNESS, LINCOLNSHIRE

An Important Sale by
PUBLIC AUCTION
of the
**ENTIRE STOCK-IN-TRADE
OF
CHEMIST SUNDRIES**
including

Sun glasses by leading makers, tissues, Rennie's, Anadin, Steradent, Germolene, Beecham's Powder, Alka Seltzer, Milk of Magnesia, toothpaste, Phensic, Settlers, Calamine, Olive Oil, Nivea Cream, Coolene sun cream, cleaning pads, shaving soap, Nulon hand cream, nail files, pumice stone, talcum powder, Eau de Cologne, soap, dummies, baby pants, feeding bottles, etc. etc. also Hair Requisites, Gifts, Toys and Fancy Goods, Domestic and Electrical Products, Office and Warehouse Appointments, Late Registered Estate Cars and Vans, in all 550 lots.

on the premises on
THURSDAY, 5th JUNE, 1980 at 10.30 a.m.
View—morning of sale from 9.30 and day prior from 10.30 a.m.-4.00 pm.

Catalogues 20p at place of sale or from the Auctioneers
T. SAXTON & CO.,
Chartered Surveyors,
53, Queen Street, Sheffield, S1 1UG. Tel: (0742) 77635



STOCKS WANTED

COLOUR FILM WANTED

Short dated and up to 3 months out of date colour print film in 110, 126, and 135mm sizes wanted urgently. Any quantity or make.

Contact:
Mr. Mackinnon
Tel: 0224 34791.

(17/5)

To place your classified advertisements in *Chemist & Druggist*
phone

JOHN MAGEE on 01-353 3212 ext 186

or write to

CHEMIST & DRUGGIST Classified
25 New Street Square
London EC4 3JA



A Second Home for the House of Ransom

Behind Ransom's famous gatehouse stands the factory which has been their home for more than 130 years. But now they have a second home — a completely new, purpose-built factory which greatly expands their capacity to manufacture and supply galenicals and standard medicinal products to the highest specifications.

And together, their two homes enable Ransoms to provide a better service than ever before to an increasing number of customers.

William Ransom & Son Ltd today combines all the traditional values of quality, service and personal attention to detail, with the very latest in modern equipment, production facilities and plant layout. From the purchase of raw materials right through to manufacture, analysis and packaging, Ransom's quality control is designed to safeguard the interests of their customers and uphold their own enviable reputation.

A most ambitious research and development programme is established at Ransoms. Chemists and technicians specially recruited for their depth of knowledge, skill and expertise within the areas of plant extraction and analysis techniques, are constantly reviewing and improving the production and analytical methods.

...to customer's own needs

This research team is also available to design and develop to a customer's own specifications and to the same rigorous standards of quality, while maintaining the strictest confidence in all dealings.

Still a totally independent company, Ransoms have a depth of expertise and basic skills beyond comparison in their specialised sphere.

You will find it a pleasure to do business with Ransoms.

- and you can benefit from both -

William Ransom and Son Limited

MANUFACTURING CHEMISTS 104 BANCROFT, HITCHIN, HERTFORDSHIRE SG5 1LY, ENGLAND

Established 1846

Telephone: Hitchin (0462) 4575/7

Telex: 825631

IT'LL PROVE TO BE EXTREMELY FRUITFUL

After the success of our original tangy formula, we're adding another variant—new Apple'n Fresh.

And, to plant the seeds of success, we're offering prizes of 100 apples in a competition, as well as jumbo bath towels and bath mats at a bargain price.

New Apple'n Fresh. Befruitful and multiply.

BEECHAM TOILETRIES
won't get left on the shelf



AM Midas RIES won't get left on the shelf

ndox
bal bath

